

# US court deals health blow to tobacco industry

FROM MARTIN FLETCHER IN WASHINGTON

THE US Supreme Court dealt a potentially devastating blow to the tobacco industry yesterday by ruling that health warnings on cigarette packets do not automatically protect the manufacturers from being sued by the victims of smoking.

The court's landmark ruling renders the tobacco industry vulnerable to countless multi-million dollar claims for damages if plaintiffs can prove deliberate deception or misrepresentation of the part of the cigarette companies.

There are already more than 50 personal injury cases outstanding in the United States and an estimated 400,000 Americans a year die from illnesses related to smoking, 143,000 of whom die from lung cancer.

"Now that the court has

made it possible for people to sue the tobacco industry to the Supreme Court,

Wall Street's ruling led to a sharp drop in tobacco stocks, and it could have far-reaching financial implications for other products that carry health warnings such as certain pharmaceuticals. In his judgment Justice John Paul Stevens wrote: "That Congress requires a particular warning label does not automatically pre-empt a regulatory field."

The ruling was based on the case of Rose Clipperton, a New Jersey woman who died of lung cancer at the age of 58 in 1984 after smoking a packet of cigarettes a day for more than 40 years. She sued the three companies whose brands she had smoked the year before her death, and her family continued the case after her death.

In 1988 a federal district court awarded the family \$400,000 (£215,000) against one of the companies, the Liggett Group, but it absolved the other two firms, Philip Morris and Lorillard. That decision was subsequently overturned and the Supreme Court accepted the case last year.

In yesterday's 7-2 decision the court rejected the tobacco companies' argument that 1969 congressional legislation making health warnings mandatory on cigarette packets rendered them immune from smokers suing for damages. The ruling said that the legislation protected companies in cases where smokers claimed that they were not adequately warned of the dangers, but not in cases based on claims of "intentional fraud and misrepresentation" or "conspiracy" to present smoking as harmless.

A statement issued by Philip Morris, which earns 68 per cent of its \$3.9 billion profits from cigarette sales, portrayed the ruling as a "significant victory". The company argued that permitting smokers to sue on grounds of intentional misrepresentation would have "little practical effect".

## Guilds call for cancer screening

By NICHOLAS WATT

TO rousing organ music, 5,000 women from all over Britain congregated at the Royal Albert Hall yesterday for the annual meeting of the Townswomen's Guilds.

Giles Brandreth, MP for the City of Chester and chairman of the National Playing Fields Association, implored representatives of the guilds' 115 federations to save Britain's playgrounds.

The guilds also called on the government to test pre-menopausal women for breast cancer. Mollie Lordon said that Britain had the highest mortality rate from breast cancer, and a fifth of women with breast cancer were pre-menopausal.

The guilds also said that part-time workers should be given the same rights as full-time employees. Carla Thomas said: "It is very convenient for employers to use part-time workers because it saves them money. But it is very unfair."



Raising the roof: members of Townswomen's Guilds from all over the country sing "Land of Hope and Glory" at their annual meeting

## Aitken denounces German minister over fighter jet

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE defence procurement minister launched an extraordinary personal attack yesterday on Volker Rühe, the German defence minister, over Bonn's threatened withdrawal from the four-nation European Fighter Aircraft (EFA) programme.

Jonathan Aitken angrily denounced Herr Rühe's call on Tuesday for the four par-

ners, including Britain, to drop the EFA programme and to build a lighter and less sophisticated aircraft to be called EFA 2000. Mr Aitken said that this suggestion was nonsensical. "The result would be we'd pay more for a less capable aircraft that would lose in combat." He said that withdrawal now from the EFA programme would mean throwing away the £6 billion effectively spent on development so far.

Mr Aitken said that Russia was continuing to develop new fighter aircraft. The latest model, the MiG33, was a development of the MiG29 Fulcrum. The best Russian fighter aircraft were now being exported and could end up in the wrong hands.

Mr Aitken said: "You've heard of the film *Top Gun*? Well, with Volker Rühe's EFA 2000 you'd have to rename the film *Bottom Gun*."

The outburst, in a briefing with London-based German correspondents and in an interview with *The Times*, highlights a dramatic deterioration in relations between the two defence ministries since Herr Rühe took over as German defence minister earlier this year.

Mr Aitken said that Herr Rühe's call for an immediate withdrawal from the programme had horrified London. He said that EFA 2000 would end up more expensive, partly because of the disruption that would be caused to the present EFA development programme. The first EFA prototype is due to fly in September.

## Killing by police defended

By STEWART TENDERL CRIME CORRESPONDENT

AN UNBALANCED gunman was shot and fatally wounded by police in a siege at a block of London flats after he had deliberately wounded police marksmen and ignored repeated challenges, the commander of the police operation said yesterday.

During the two-hour siege Peter Swann threatened to commit suicide, kill officers or members of the public and was hit as he advanced with a loaded sawn-off shotgun. For a time he had held his wife Jenny and a neighbour hostage in the family's flat in Penge, southeast London. He eventually released the neighbour, Kelly Lumis, aged 20.

Mr Swann, who died in hospital yesterday, had a long criminal record, mainly for minor offences, and was to be interviewed by police about a £10,000 burglary. During the siege he is reported to have told officers to come and get him or he would come and get them.

The shooting is the fourth killing by police marksmen this year. Yesterday as the Police Complaints Authority began supervising a Yard investigation, Chief Supt Ted Fulljove, who was in charge of the operation, said that procedures for dealing with armed incidents had been properly followed. There had been a "high level of danger to the public".

### CORRECTION

Judge Michael Harris presided over the nightclub orgy case at Southwark Crown Court and not Judge Anthony Thompson, QC, as stated in *The Times* on June 23.

## Bar wants rules to stop media 'tip-offs'

The treatment of the Maxwell brothers raises concerns about risks of prejudicing trials, Frances Gibb says

THE Bar called yesterday for guidelines to ensure that the police or prosecuting authorities did not give "tip-offs" to the media. The call was made after the arrests of the Maxwell brothers on Friday in front of crowds of journalists and photographers.

Amid denials from the Serious Fraud Office that any information came from its staff, Jonathan Caplan QC, chairman of the Bar's public affairs committee, gave a warning that American-style "stage managed arrests" could prejudice a fair trial.

The treatment of the brothers was demeaning and made it difficult to ensure that jurors would not have read and remembered "that kind of media circus", he said. The Bar wanted to ensure that "stage-managed arrests in high profile cases don't become the fashion". Directives should be issued making clear that such behaviour constituted a dis-

demeanor. The arrests of the Maxwell brothers raised several issues. Mr Caplan said: "Firstly, it was to say the least, highly coincidental that television crews should have been deployed outside their homes at that hour of the morning. Second, why cannot the police ask people in these cases to report to the police station for an appointment? In other less high-profile cases this is done, and the lawyers in this case would almost certainly have asked for an appointment."

Mr Caplan was also concerned about "little touches such as City of London police taking the brothers by the arm as if they needed to be restrained. All of this is unnecessary, and whether by accident or design, injects prejudice into the media coverage."

Frances Gibb says

that the treatment of the Maxwell brothers raises concerns about risks of prejudicing trials.

Leader and Letters, page 15

## GPs oppose fundholding

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

FAMILY doctors declared themselves still opposed to the NHS reforms yesterday in spite of the election result which gave the government a mandate to implement them.

Doctors' representatives passed a vote of no confidence in the changes at a special conference called by the British Medical Association. GPs are now the only big group of medical staff still trying to reverse the NHS reforms.

GPs protested that the new fundholding practices, which hold their own budgets for hospital care, were commercialising the doctor-patient relationship and putting doctors outside the scheme at a disadvantage. Charles

Zuckerman, a GP from Birmingham, told the conference that the 1,700 first-wave fundholders got 2.2 per cent of last year's NHS budget. If the remaining 28,000 GPs had been treated equally, the NHS budget would have increased by 50 per cent.

"I am sick to death of being told how successful fund holding has been, when the extra financial inducements have been taken off seriously pressed family health services budgets. Fund holding is still the biggest confidence trick that has been perpetrated on the profession," he said.

John Jenkins, a GP from Hertfordshire, said fundholding was an expensive untried

experiment with a huge incentive to join. "It is damaging, disruptive and divisive." He criticised the BMA's ruling body for moving towards acceptance of the changes when most doctors were still against them.

A survey of GPs earlier this year showed that support for fundholding was growing but that 62 per cent remained opposed. Critics fear that fundholding may destabilise the health service.

However, Dr Peter Dewhurst, of Bexhill, East Sussex, said fundholding allowed doctors to give better patient care improving the relationship between GPs and consultants.

## M25 relief scheme to go ahead

Continued from page 1 dual carriageways with a hard shoulder. Public consultation on the first collector-distributor road between junctions 14 and 15 is expected to begin immediately. Civil engineers will then begin detailed design work on the new roads, integrating them into the existing motorway.

Publication of draft orders will follow, giving the transport secretary the power to issue compulsory purchase orders for land acquisition. The first public enquiry into the scheme, likely to be a test case on collector-distributor roads, could begin in just over two years.

Completing the planning process could take five years and as a result construction work on the first M25 relief road is unlikely to start much before 1997-8.

### NEWS IN BRIEF

## £100,000 libel win for Spurs chief

Ivory Scholar, the former chairman of Tottenham Hotspur football club, was yesterday awarded £100,000 damages against the *Daily Mail* over a story which he said made him out to be a "liar and a hypocrite". Mr Scholar, 44, who lives in Monte Carlo, was also awarded costs, estimated at £250,000 for the six-day High Court case.

Mr Scholar has sued over an article headed "Scholar Accused" which reported him as being "angry and heartbroken" at the £5.5 million sale of the Tottenham player Paul Gascoigne to Lazio of Italy. He had, in fact, authorised the deal and Mr Scholar claimed that the article made him out to be a liar and a hypocrite. Jeff Powell, a *Daily Mail* sports writer, Sir David English, the editor, and the publishers, Associated Newspapers, had denied libel. A spokesman said that they were considering an appeal.

## HIV man counselled

The man who allegedly infected four women partners with HIV yesterday met counsellors from the South Birmingham Health Authority, who urged him to adopt more responsible sexual behaviour. The authority alleges that the man, a haemophiliac with HIV, has failed to tell some of his partners about his infection or to engage in safe sex, but it has refused to name him or confirm his identity. By yesterday the Birmingham Aids Lifeline, a confidential telephone service, had received ten calls from women who feared they may have had sex with the man and seeking his name. A woman said to have been infected with HIV after sex with the man has died after contracting Aids. Dr Bernard Crump, the authority's public health director, said it would be wrong in principle to name the man.

## Union numbers decline

The future of the TUC in its present form is again in question after union membership fell by almost half a million last year, making the organisation's membership the lowest since 1947. Total membership of TUC affiliated unions fell to 7.75 million, compared with the 12.2 million members the organisation claimed in 1980. Norman Willis, the TUC general secretary, said: "Whilst these figures are disappointing they say more about the state of the economy than they do about trade unions." He pointed out that unemployment had increased by more than 700,000 over the year. Some unions believe that the TUC has to change. They want it to concentrate on service functions rather than spending time on research which is supposed to influence government decisions.

## Brothers jailed

Two men were jailed for eight years yesterday for robbing the Halifax building society in Newbridge, Gwent, of £9,820. Lindsey Frayne, 25, of Newbridge, and his brother Leighton, 31, of Abertillery, modelled themselves on the Kray twins, the former East End gangsters. They were found guilty at the end of a three-week trial of robbery, conspiracy to deal in firearms and illegal possession of a shotgun. Their cousin Stephen Cooke, 25, was also convicted of taking part in the robbery, standing in for Leighton Frayne because the brothers looked so alike that it would have given them away. The brothers became weekend gangsters, travelling to visit the Kray twins in jail and living a real-life Kray fantasy. They were cleared of two other charges shortening a Browning shotgun and illegal possession of the weapon.

## Currie tests curry

Edwina Currie, the Conservative MP for Derbyshire South, yesterday tested Bangladeshi cooking at the launch in London of the Indian Chef of the Year competition. The former junior health minister, right, said judges would be looking for nutritious menus, including vegetarian dishes. "Many chefs are now cutting down on the use of high cholesterol ghee [clarified butter] and opting for more healthy vegetable oils."

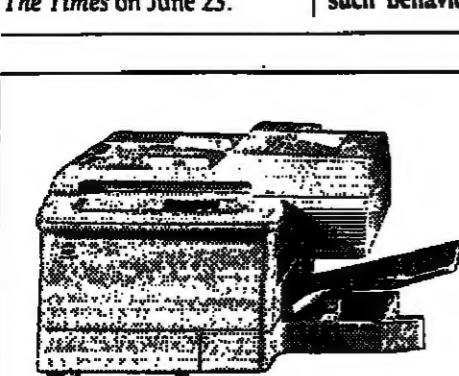


## Reported crime up

Recorded crime in England and Wales rose by 15 per cent in the 12 months to the end of March, with 5.4 million offences reported to the police according to Home Office statistics published yesterday. The figure takes to 6 per cent the average annual rate of increase from 1982-92. There are numerous reasons why an increase of 15 per cent might have been recorded. In particular, almost 25 per cent of the total increase of 700,000 was accounted for by a rise in car crimes, where insurance requirements mean that reporting and recording rates are relatively high. The figures show that 94 per cent (5.1 million) of reported offences were crimes against property, 5 per cent (272,000) were violent crimes against the person and 1 per cent were other crimes.

## Cats Aids clinic opens

A clinic to treat cats with Aids opened at Bristol University yesterday amid growing evidence that the disease is common among domestic cats. The clinic, believed to be the first in the country, will receive up to 100 cats at regular intervals for tests to monitor the stages of the disease and to advise owners of the best treatments for relieving symptoms. There is no cure for the condition, known as feline immunodeficiency virus, but antibiotics can be used to control secondary infections. A national study to determine the prevalence of cat Aids showed that it was found in 5 per cent of apparently healthy cats and in more than 13 per cent of those who appeared unwell. Another disease, feline leukaemia virus, is even commoner, being found in 10 per cent of healthy cats and 18 per cent of sick ones.



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## Ships that collided with death trawler remain untraced

BY MICHAEL HORSNELL

TWO ships which collided with a British trawler in the Straits of Dover, killing five fishermen, have not been traced, an inquest at Brixham, Devon, was told yesterday.

The Ocean Hound capsized and drifted upside down after a collision with an unknown vessel at 11.37pm on August 10 last year. Keith Dixon, an investigator with the transport department's marine accident investigation branch, said it was hit by a second vessel shortly after it had sunk and sank 15 miles off Ramsgate, Kent.

A customs official told the inquest that the Straits of Dover were "as busy as a motorway" on the night of the collision.

Hamish Turner, the coroner, said that there might be conflicting theories over what happened in the 73ft trawler from Brixham. "Everyone would like to know which ship it was which collided with her. It may remain a mystery," he said.

He told the inquest: "The reporting system at the moment is voluntary as far as the UK is concerned. We do like to know the names of the vessels using the Channel being discussed by the International Maritime Organisation."

He told the inquest: "The reporting system at the moment is voluntary as far as the UK is concerned. We do like to know the names of the vessels using the Channel being discussed by the International Maritime Organisation."

Only the bodies of the skipper and co-owner Alan Nicholson, 37, from Paignton, Devon, and a crewman, Keith Curtiss, 54, from Brixham, were recovered.

Mr Musson disclosed the last conversation between the Ocean Hound and Dover coastguards from a master



Maritime mystery: the Ocean Hound trawler

audio tape. On the night of the incident, the 43-tonne Ocean Hound radioed Dover coastguard at 22.18 GMT, asking for permission to cross a separation zone between two shipping lanes.

Mr Musson, who showed the inquest a video of shipping echoes which appeared on the radar screen, said it showed the trawler taking "a perfectly proper course" across the separation lane. It then stopped and altered course.

The vessel's radar echo merged with another, something which happened many times a day. But the radar failed to pick up any further echo from the trawler. Coastguards had to assume that there was no collision when echoes merged, said Mr Musson, because they could be up to a quarter of a mile apart.

But the time at which these two echoes merged on radar was the same as that shown on the Ocean Hound's clock, later recovered by divers from the sunken vessel. The vessel with which the trawler's echo had merged probably weighed up to 12,000 tons and was travelling at up to 14 knots, said Mr Musson, who added that it was impossible to say from which port it came.

The investigation branch report said the Ocean Hound's emergency beacon began transmitting at 0503 when she sank, possibly after being hit by another vessel. The jury was shown underwater video film taken by the investigation branch which showed damage to the trawler.

Keith Dixon, who carried out the branch's investigation, said that Ocean Hound had suffered a tremendous impact in the initial collision. He said that it had caused damage to the bow, a "very strong part of the vessel".

The inquest continues today.

### Father jailed for starving daughter

A FATHER who beat and starved his four-year-old daughter and locked her in a stinking bedroom for months on end was jailed for two years yesterday.

The man aged 29 and his 25-year-old wife gave the youngster a plastic carrier bag for a pillow and one filthy blanket. When social workers found her she was covered in bruises and undernourished, weighing only as much as a 21-month-old baby.

After her rescue, the girl devoured all the food she was offered and gulped down glass after glass of orange squash. Oxford Crown Court was told. She is now with foster parents. The couple, from Banbury, had four other sons who were all loved and well cared for.

The unemployed father, who admitted assault, was told by Judge Leo Clark: "A prison sentence marks the been solved.

revulsion that society feels for your behaviour towards a small, defenceless child. In temper you grabbed her much too hard and hit her much too hard. No one can assess precisely how that little girl is likely to suffer."

Sentencing the mother to 18 months, suspended for two years, after she admitted a cruelty charge, the judge added: "You were dominated by your common law husband a much too great an extent. You gave in to him and his wishes and had babies much too soon after each other as a result of his desires and you couldn't cope."

At an earlier hearing Adrian Redgrave, for the prosecution, said that a child minder saw bruises on the child and alerted social workers. They went to the house with police and found the child lying on the floor in a small, locked bedroom.

### High-risk inmates moved

BY RICHARD FORD  
HOME CORRESPONDENT

SIX high-risk inmates removed from Aylesbury young offenders' institution after loopholes in security were discovered during an inspection, according to a report published today.

The flaws were noticed only days after Nessan Quinlin and Pearse McAuley, the IRA suspects, had escaped from Brixton jail, south London, last July. Judge Tunim, the chief inspector of prisons, warned Kenneth Baker, the home secretary, that the perimeter wall at Aylesbury was too close to buildings holding prisoners and that the gate was inadequately secure for category A inmates.

Kenneth Clarke, the home secretary, said that the security difficulties had since been solved.

### Earth moves but world fertility falls

Greater access to birth control has led to a steep decline in global population growth, Nigel Hawkes reports

United States, where high birth rates were the rule in the nineteenth century, the fertility rate took 58 years to decline from 6.5 to 3.5. In Indonesia the same change took 27 years, in Colombia 15 years, in Thailand eight and in China seven.

The growth in contraceptive use had been the most significant development in reproductive health over the past few decades. Dr Hiroshi Nakajima, the WHO director-general, said: "It had benefited individuals, families, societies and the

world at large, he added. The author of the report, Dr Mahmoud Fathalla, said: "The progress has really been quite striking."

Female sterilisation is the most widespread form of contraception, accounting for 26 per cent. The use of intrauterine devices at 19 per cent is the second most common, with the pill third at 15 per cent. Male sterilisation accounts for 10 per cent of contraception. Condoms are more popular in developed countries, particularly in Japan, where

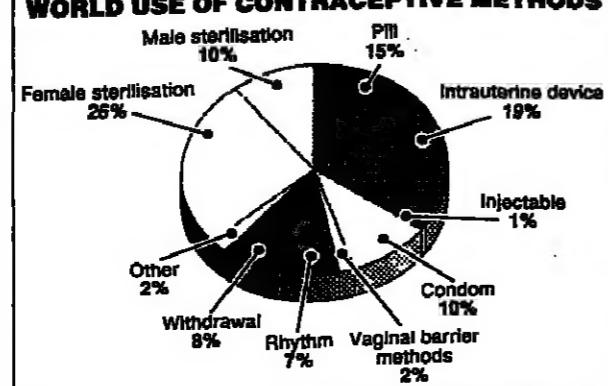
they account for 70 per cent of contraception.

In developing countries, the WHO estimates, 60 per cent of people have access to at least one modern method of contraception. There are wide regional variations, with 95 per cent in East Asia having access, but only 9 per cent of those in sub-Saharan Africa.

In spite of the progress, there are some 300 million couples in the world who do not want more children but lack access to family planning services. Of the 910,000 million conceptions that happen every day, about half are unplanned. Every day there are 150,000 abortions, a third of them in unsafe conditions, and 500 women die as a result of abortions that go wrong. "Unsafe abortion is one of the great neglected problems in health care in developing countries," said Dr Fathalla.

Despite the successes of the past 20 years, fertility exceeds replacement level, so populations will continue to grow. "Even if couples decided at this very moment to have no more than two children, world population would continue rising until the year 2050, because of the number of women in the reproductive age," he said.

### WORLD USE OF CONTRACEPTIVE METHODS



## Murdered PC 'noble example'

A SPECIAL police constable shot dead on a routine patrol was a shining example of the nobility of human nature, a bishop said at his funeral yesterday.

Glenn Goodman, 37, was killed as he and PC Sandy Kelly, 32, questioned the occupants of a car near Tadcaster, North Yorkshire, on June 7. PC Kelly is recovering in hospital from four bullet wounds.

The killing was a dreadfully evil act, the Right Rev Humphrey Taylor, Bishop of Selby, said at the funeral at Selby Abbey. "A fine man, a loving husband, father and son, was killed in the prime of his life. With the grief there is a sense of outrage at the appalling wickedness of his murder."

Among the congregation, which included dozens of police officers, was Mr Goodman's widow Fiona, 32, and their 11-month-old son Tom.

Two men arrested under the Prevention of Terrorism Act have been remanded in custody in connection with the incident.

## OTHER BANKS ARE STILL NOT PUTTING US ON THEIR TABLES.

### Research will tell men from the boyos

BY NIGEL HAWKES  
SCIENCE EDITOR

THE University of Glamorgan is looking for an anthropologist to tramp the pavements of South Wales in search of the secrets of the male ego. The man or woman chosen for the £14,125-a-year research fellowship will observe young men in pubs, clubs and on street corners for a project on the link between masculinity and violence.

The university, recently elevated from the Polytechnic of Wales, is looking for an ethnographer or anthropologist skilled in observation and in life-history interviewing for the potentially hazardous assignment. A black belt in judo and a strong head for alcohol might also come in handy.

Dr John Beynon, reader in communication studies at the university, said that the project aimed to "decode masculinity, the process by which we are shaped as men". New thinking about gender politics and cultural studies will be used to try to understand why it is that young Welshmen so enjoy the sound of breaking glass.

In South Wales, he said, men are brought up to be tough — and often violent — to each other, to women, and to the police. It is by no means unique in that respect. "We are interested in finding out how different concepts of masculinity have been constructed," he said.

"I see the world in a certain way because I was brought up in a middle-class Welsh household in the 1950s, where one absorbed a lot of the mythologies of the war. But some young men are brought up to speak with their hands. Their notions of masculinity are all to do with being tough. We want to understand how that happens, and to confront them with the consequences of their violence."

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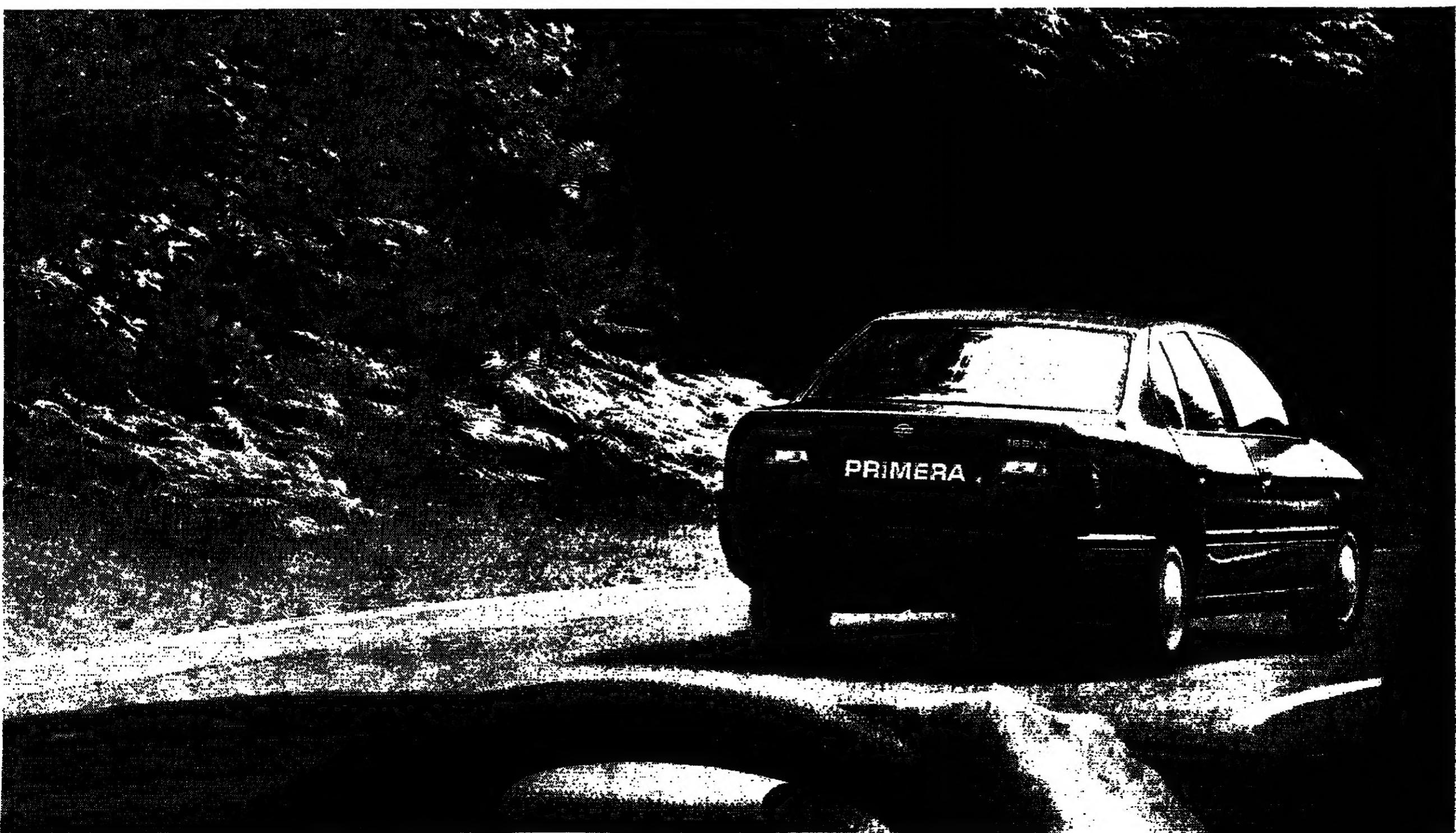
# The car in front of the Toyota is a Nissan Primera



Don't just take our word for it, 'Autocar & Motor' have just tested the new Carina 1.6 GLi and despite Toyota's best efforts the Primera remains the magazine's choice in this sector. The Nissan Primera is not just in front of the Toyota, it leaves trailing in its wake the Ford Sapphire, Vauxhall Cavalier, and the Rover 416. Autocar & Motor's verdict on the Primera 1.6 SLX - 'Fast, frugal, comfortable and well built, there is a host of reasons why it should appeal... The UK built Primera saloons and hatchbacks are available

with a choice of 1.6 or 2.0 litre sixteen valve engines, and a new 2.0 litre diesel. An estate completes the line-up. All models are covered with a 3 year/50,000 mile warranty. Buy and register one between now and August 31 to take advantage of our free servicing offer - we'll pay for all scheduled servicing for 2 years or 30,000 miles, whichever comes sooner.\* To test drive the car that really is in front, call:

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NEWS IN BRIEF  
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in hydro  
explosion

Bowbelle ruling

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Paintings stolen

## Cultural trends

## Cut-price seats help cinemas to best year

BY SIMON TAIT, ARTS CORRESPONDENT

CINEMA is beating television in its search for new audiences, in spite of the effects of the independent television franchise competition, which was expected to boost viewing.

Television's "reach" is close to saturation, while discounting by cinemas is filling seats, according to the Policy Studies Institute's latest *Cultural Trends* report.

The report shows that 94 per cent of the population watches television at some time in the week, a figure which has barely changed since 1985. Daily reach is reducing, from 79 per cent in 1985 to 77 per cent in 1990.

The findings are a blow for those bidding for the Channel 5 franchise before next month's deadline. The existing audience needs to be watching more television for future growth. The report says: "Unfortunately, the figures give little comfort in this respect."

They show that average time spent watching the four terrestrial channels in 1985 was 26.6 hours a week per person, while by 1990 this had fallen to 23.8 and in the second quarter of 1991 to 22.4 hours.

The television audience has wider choice now, with cable and satellite broadcasts received in 2.37 million homes by March this year, a penetration of almost 11 per cent.

But there is little evidence that cable, satellite or "time-switch viewing" (video-recording programmes to be watched within a week of broadcast) are finding new viewers. Reduced viewing figures for independent tele-

vision and BBC suggest that cable and satellite channels are being watched instead of, not as well as, the old ones.

"The promise of the franchises may come to nothing because there simply isn't the commercial environment," Jeremy Eckstein, co-author of the report, said.

Cinemas appear to be finding new audiences, thanks to increasingly sophisticated discounting. Last year for the first time there were more than 100 million seats sold, and admissions generated an estimated revenue of £301 million.

There has been no appreciable customer resistance to price rises on full admission, possibly because of discounting. The full price for seats in West End cinemas last year has risen almost three times since 1981, with an acceleration since 1987. While the retail price index rose by 30 per cent between 1987 and 1991, admission prices went up by 57 per cent.

But discount screenings in the West End grew almost ten-fold from 69 in 1982 to 607 this year. Although there was a dip in the number of full-price screenings in the mid-eighties, this year there will have been 25 per cent more screenings than in 1982, a quarter of them discounted. Discounts are being varied according to the day of the week and the time.

The report says that the cinema is the United Kingdom's most popular cultural activity outside the home. It says that going to the pictures appears to be holding its own against watching a video cassette, even though the propor-

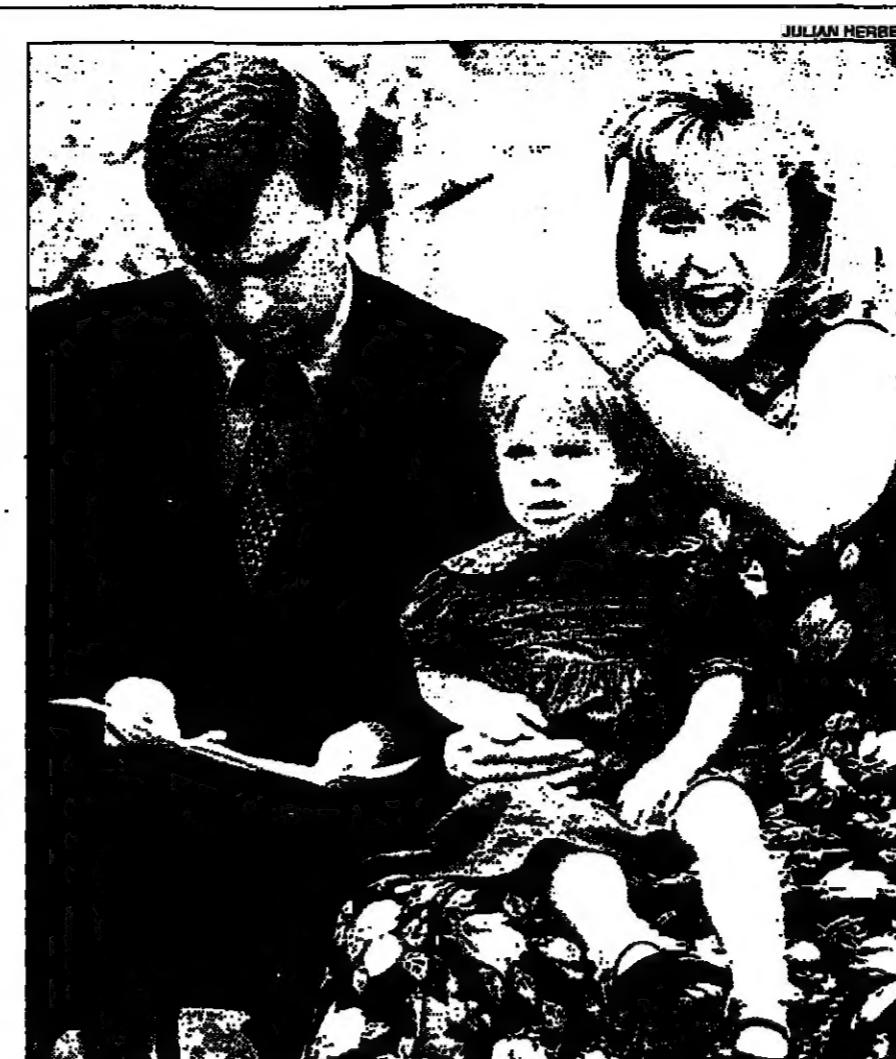
tion of households with video recorders more than doubled between 1985 and 1990, from 28 to 59 per cent.

Cinema's growing popularity in Britain is not being reflected in the home film industry. The *Cultural Trends* report shows that none of the top 20 films in the United Kingdom last year was British.

While cinema attendances were worth £301 million last year, American films accounted for more than 80 per cent of admissions.

Will Stevenson, director of the British Film Institute, said: "Most successful films seen in the UK are not produced or financed here. US companies also dominate distribution and the video market, so money generated from cinema in the UK is simply returned to the US."

The most successful film in British cinemas last year was *Robin Hood: Prince of Thieves*, followed by *Terminator 2: Judgement Day* and *The Silence of the Lambs*.



Animated: the Duchess waving to Princess Beatrice at school sports yesterday

## Duchess signs cartoon deal

BY ALAN HAMILTON

FIRST *Twelfth Night*, then *A Midsummer Night's Dream*, and now *Budgie the Helicopter*. The Duchess of York, who has an interest in becoming a woman of independent means, has signed a potentially lucrative deal to turn her anthropomorphised flying machine into a children's television cartoon.

*Budgie* wears an insane grin and a baseball cap, and rushes about rescuing people. The Duchess published her first *Budgie* book in 1989, inspired no doubt by the exploits of her husband, who flew helicopters for the Royal Navy in the Falklands campaign. Since then there have been three more *Budgie* books, all highly successful, and there are said to be eight more awaiting issue by the Duchess's publishers, Simon and Schuster.

*Budgie* was being touted around this year's Cannes film festival, with the Duchess's Texas millionaire friend John Bryan acting as her agent. Film rights have been bought by Sleepy Kids, an independent British production company which will make the cartoons for showing, probably on independent television, and for the home video market.

Mrs Vivien Schrager-Powell, joint managing director of Sleepy Kids, said yesterday: "Budgie is a famous character through the publishing which already exists. To animate this character is a natural progression, and we are delighted to have been chosen."

Besides the cartoons, the deal provides for the merchandising of *Budgie* toys, T-shirts, mugs and other spin-offs. Industry sources estimate that the Duchess could make £3 million, and all without turning her former home at Sunninghill Park into a Eurobudgie theme park.

Future *Budgie* books, and the credits on the forthcoming cartoons, will carry an important change in the author's name. Her royal highness, as she was titled on the first editions before her status was diminished by separation from the Duke, will henceforth appear as Sarah, Duchess of York.

	1982	1985	1992
Discounted screenings per week	89	236	807
Full price screenings per week	1,554	1,759	1,851
Total	2,043	2,005	2,658
Average screenings per week per cinema	54	55	73
Discounted screenings as a percentage of all screenings	3.4	11.8	23.7
Average ticket prices (£)	3.00	3.26	6.14
Average ticket prices after adjusting for discounted screenings (%)	2.97	3.15	5.85
Percentage of all cinemas offering time-specified discounts	18	44	69

Source: PSI analysis of prices based in editions of *Time Out*

## NEWS IN BRIEF

## Man killed in hydro explosion

BY KERRY GILL

A WORKER was killed and another injured in an explosion at a hydro-electric power station in North Wales yesterday. The injured man staggered down a hillside in Snowdonia to raise the alarm, in spite of head and leg injuries and shock.

His cries for help were heard by a postman. The men had been carrying out minor maintenance at a valve house near Maentwrog power station in Gwynedd.

## Bowbelle ruling

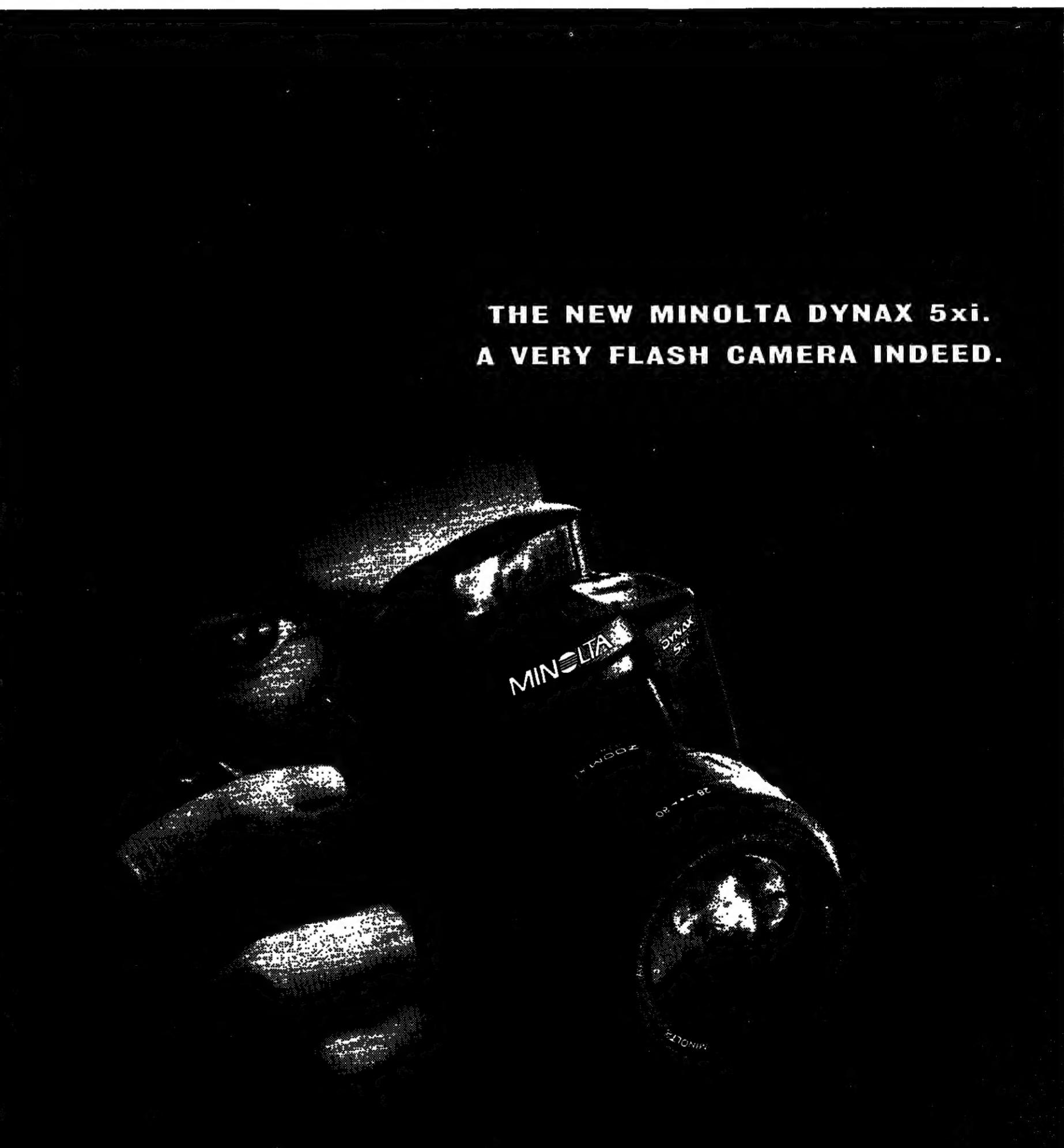
Charges of manslaughter were dismissed yesterday against the owners and managers of the Thames dredger *Bowbelle*, involved in the *Marchioness* pleasure boat sinking in which 51 died in 1989. Sir David Hopkin, chief metropolitan stipendiary magistrate, said a private prosecution by a victim's husband failed to satisfy him that there was sufficient evidence to commit any of the defendants for trial.

## Gunman jailed

Roger Amos, a jailed husband who kidnapped his wife's lover, Donald Stewart, and shot him in the hand after holding him at gunpoint during a 30-hour siege, was jailed for 12 years yesterday. The jury at Newport Crown Court found Amos, 40, of Newport, Gwent, guilty of wounding with intent, kidnapping and possessing a shotgun with intent to endanger life.

## Paintings stolen

Police were investigating yesterday after a painting by Prince Charles was stolen from an exhibition at St Donats Arts centre at Llantwit Major, South Glamorgan, during daylight hours. The limited-edition lithograph, valued at more than £3,000 and showing a view of Balmoral Castle, had been lent for a charity show. It was ripped off the wall with two other paintings.



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T/24/6/5X

# Bottomley wins fight over funds for elderly

BY JILL SHERMAN, POLITICAL CORRESPONDENT

VIRGINIA Bottomley, the health secretary, has won her battle to earmark funds for community care so that councils will not be tempted to spend the money elsewhere.

It is understood that the Treasury has now agreed to ring-fence the money through specific grants to local authorities to ensure that the cash goes directly towards setting up schemes to help elderly people live at home.

Details are still being worked out, but Westminster sources yesterday made it clear that Mrs Bottomley had won the principle of identifying funds rather than letting the cash be distributed in the general revenue support

grant. The decision followed a meeting of all the cabinet ministers concerned, which was hastily convened at Downing Street on Tuesday.

The grants are not expected to cover the whole cost of the policy, some of which is being funded from a transfer from the social security budget, but will concentrate on specific aspects such as start-up costs for assessing the type of care that individuals need. One option being considered is to put a time limit on the grants, to cover the first two or three years of the policy, which comes into effect next April.

The decision to earmark funds has been vigorously opposed by the Treasury and the

## Lords told of need for 'good parents'

BY ARTHUR LEATHLEY

A NEW age of "good enough" parenting is needed to curb bad behaviour among young people, Lord Joseph, the former Conservative cabinet minister, said yesterday.

There was also a need for voluntary bodies to help parents guide their children so that the process of "good parenting" would continue through another generation.

Opening a Lords debate on the bringing up of children and involvement of voluntary bodies, Lord Joseph said: "It has always been hard to be a good parent; it is harder now." He added that most people had experienced the benefits of being well brought up and were able to pass it on to their children.

Although the government could do nothing directly to alter parental behaviour, ministers should realise that their policies could influence parents. Respect for parenthood was required, as was a need to stop disparaging marriage.

Without good parents, there could be a "spiral of demoralisation" within fam-

Pledge to parents, page 8

ilies and he praised voluntary bodies already offering important help by visiting families in their own homes. Social services departments were often overwhelmed by crises and their preventative role often seemed "doomed by underfunding".

Baroness Blackstone, for Labour, complained about the "absolutely disgraceful" freezing of child benefit, the lack of adequate child care and the "national scandal" of three million children living in poverty. She called for more efforts to be made in teaching adolescents about the realities of parenthood. People were not aware of the costs of bringing up children and the increase in the number of single parent families made the problem more acute.

The Bishop of Coventry, making his maiden speech in the Lords, underlined the important work the church did in helping families, particularly in building up the confidence of families.

## Cabinet shares show brisk trading

**POLITICAL NOTEBOOK**  
By ROBIN OAKLEY

In the City they used to say "sell in May and go away". We never imagined that it could come to seem appropriate in politics too.

Labour's interminable leadership contest has left a vacuum in opposition. The lack of urgency about a legislative programme stretching through to July 1993 has added torpor to the normal sluggishness of post-election politics. For most departments politics is not at present a main road activity, more a matter of sauntering along the pavement blocking the ears as European juggernauts roll by.

Thank heaven, then, that politics is about personality too. Performance is still a topic on the Westminster termes. And the pattern of the new cabinet is beginning to be set.

John Major, most agree, has a new confidence at the despatch box. There is more light and shade, the occasional flicker of humour. He produced a deft one-liner this week in response to a Labour complaint about Michael Heseltine's tardiness in replying to an MP's letter.

But colleagues wonder whether the collegiate style goes a little too far at cabinet. Some say there should

be a sharper response to the Maastricht doubters within his government. They are playing grandmother's footsteps with him and some feel that without a sacking or two Mr Major will not consolidate his authority.

Douglas Hurd has had his least comfortable patch as foreign secretary. Politics is fingertips as well as cerebrum and he was slow to sense what had been released in the Tory ranks by the Danish referendum result. The creases in Mr Hurd's brow have developed deeper furrows, the pauses before his interview answers have lengthened and just a touch of irritation with the daily necessities



Clarke: trusted to fight for frontier controls

ties of party massaging has shown through. But the selling of Hurd's has been overdone. The deep professionalism is reassuring itself.

Foreign Office hands have noted with satisfaction that you cannot even now insert so much as a cigarette paper between the views of prime minister and foreign secretary on matters European. It is time, in a gentle way, to slug it out when it gets there.

Michael Heseltine is yet to show his paces as president of the Board of Trade. But there is a developing market in Clarkes. Home Secretary Kenneth Clarke figures significantly in every conversation about the outcome of a brush between prime minister and No 11 bus. The left claim him still, but the right admires him too for his obvious possession of what the Spanish call *cojones*.

There is no keener European in the cabinet, yet the backbench sceptics trust Mr Clarke to fight the good fight on frontier controls.

But it is early days yet. To emerge from the Home Office with reputation enhanced you have to be good at spotting trouble on the way and heading it off. Mr Clarke's style is more to slug it out when it gets there.

It may seem strange to call the Chancellor of the Exchequer an underrated debater. People forget that Norman Lamont has rarely lost a round to John Smith, the man now considered a foregone conclusion for his party's leadership. Mr

Lamont had a good election. He was the one who insisted that his party focus on the threat to the average taxpayer of Labour's spending plans. As the Eurosceptic nearest to the top Mr Lamont has a totem value too. While some praise him for holding his nerve on interest rates, the question is whether Mr Lamont can sustain the nerve of backbenchers too. The troops are growing restive once more at the slowness of recovery. It might be time to shade a holding in Lamont for a while.

John Major's ladies have surprised some who thought that gender might have sped them sooner to the cabinet than their record deserved. Colleagues say that Virginia Bottomley, the health secretary, has proved a tougher decision-maker than she looked as minister of state now that the buck stops with her. Gillian Shephard, who stuck most doggedly to her brief at the Treasury, has stood up to senior colleagues over the 48-hour week.

William Waldegrave, looking rocky at election time, appears to be consolidating as minister of public service and could benefit from Chris Patten's temporary removal from the scene by emerging as one of the cabinet's licensed thinkers.

The man with the most difficult task for the moment is David Mellor, the national heritage secretary. Mr Major would not have put Mr Mellor, a good chum and one of his best communicators, in what he perceived to be a backwater. But Mr Mellor, who has shown good humour and restraint so far in the face of all these jokes about the Ministry of Free Tickets, faces an uphill struggle in getting his department taken seriously.

Since his department is due to spend the proceeds of the national lottery he may have difficulty wanting the funds he needs in the meantime from the Treasury, for all his expertise as a former chief secretary, Mr Mellor remains a stock to buy, but do so and salt them away for a while.

## Council capping secrecy attacked

By DOUGLAS BROAD  
LOCAL GOVERNMENT CORRESPONDENT

MICHAEL Howard, the environment secretary, was accused of making a mockery of government pledges of more open government after he refused to disclose the basis on which decisions about poll tax capping are made.

The environment department said no detailed explanation would be given of Tuesday's decision to allow three capped councils to spend a total of £8.4 million more than their capping limit rejecting appeals from another five.

Bryan Gould, Labour's shadow environment secretary, said yesterday that through their extensive capping powers ministers now had direct control over the spending decisions of every council in Britain.

"It is unacceptable that capping appeals have become kangaroo courts," he said. "Councils have no idea what the procedures are or what criteria are used to decide appeals." He called on Mr Howard to explain his decision to the tens of thousands of citizens affected by it. "His failure to do so makes a mockery of John Major's promise of more open government."

In the Commons yesterday, Robin Squire, environment under-secretary, said that plans were well in hand for bills for the new council tax, which replaces the poll tax, to go out by April 1 next year.

MPs were considering regulations providing local authorities in England with a grant of £85,970,000, or 75 per cent, towards the revenue costs of bringing in the tax. In Wales local authorities will get £5,985,000.

David Blunkett, the shadow local government minister, said the government was giving councils too little time to introduce the new tax. "The behaved way this whole council tax saga is being handled is very reminiscent of the shambles we had with the poll tax. I am tempted to say, 'here we go again'."

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'These Cinderella-children of the education service are victims of under-funding, bureaucracy and indifference'

## Special needs pledge given to parents

By JOHN O'LEARY, EDUCATION CORRESPONDENT

A STINGING indictment of services for pupils with learning difficulties has brought promises of action from the government to speed up local bureaucracy and give parents more control over their children's education.

A report by the Audit Commission and Her Majesty's Inspectorate, published today, found that some local authorities were taking more than three years to issue statements detailing pupils' special educational needs, rendering the process "virtually worthless". Even the most efficient authorities were failing to meet the government's guideline of six months to assess children.

The report describes serious deficiencies in provision which may be required by one child in five. Changes are recommended from central and local government to secure value for £1.5 billion of public expenditure.

The Assistant Masters and Mistresses Association said: "These vulnerable pupils are the Cinderella-children of the education service. They are victims of under-funding, local bureaucracy and central government indifference."

Eric Forth, the schools minister, promised wide-ranging proposals to improve the system. Parents would be given a

choice of schools, appeals would be simplified and local authorities would be consulted on ways of defining a level of need to trigger the process.

The report calls for clearer definitions of special needs, legal time limits for producing assessments and statements for the most needy, and rigorous inspection of schools to provide accountability on children's progress.

The study highlights inconsistencies between local authorities in the numbers of children judged worthy of extra help. The proportion is skewed with statements of special needs varied from 0.8 per cent to 3.3 per cent.

When statements do appear, they are often so vague that it is impossible for parents to check if their children are receiving the extra help required. "According to many LEAs, this vagueness is deliberate because statements can lead to open-ended financial commitments which LEAs, faced with finite budgets, cannot provide."

The report puts much of the blame on a lack of incentives for local authorities to process potentially costly statements quickly. Some educational psychologists are carrying out only one assessment a week.

Financial difficulties are exacerbated by local autho-

rities' reluctance to transfer resources with pupils who move from special schools to mainstream classes, where more than a third of the 170,000 "statemented" pupils in England and Wales are educated. Inspectors judged that lessons were almost equally as effective in ordinary and special schools, although they did not support full integration of all pupils.

The report is based on an analysis of 12 LEAs and 77 schools, 160 interviews with parents of children with special needs and visits to a further 12 authorities. The authors say that no assessment of the overall financial needs of the service is possible until inefficiencies are rectified. Changes in the system will be needed, regardless of any changes in education authority responsibilities after next month's white paper.

Christopher, his ten-year-old son, has epilepsy, a poor memory and learning difficulties, and has been through the mill of special needs provision. Only this year has a suitable school been found—St Piers in Lingfield, Surrey, an independent school for children with epilepsy and other neurological disorders.

Last year his parents feared he would be sent to a boarding school. Mr Roberts of Lewisham, southeast London said: "In the early hours of the morning, we cried ourselves to sleep. I kept telling the council that we didn't bring a child into this world to put him into care."

In 1987, Christopher was moved from his primary school to Brent Knoll in Lewisham, a school for delicate children, after a series of complaints from teachers. But the difficulties and reports of aggressive behaviour continued. "We couldn't

believe it was him: spitting, kicking and punching," Mr Roberts said.

He and his wife found the bureaucracy of assessment and school placement daunting. Conflicting messages from the education authority and medical advisers trou-



Looking ahead: Christopher Roberts is at last at a school able to meet his needs

## Appeal on boy's case drags on

Matthew d'Ancona meets a couple fighting to keep their son in mainstream education

RICHARD Ford's parents have been educating him at home for the past two years after refusing to send him to the special school specified by Gloucestershire County Council. They want their son to stay in mainstream education and have appealed against the county's decision. The case is being considered by Baroness Blatch, the education minister.

Richard, 14, has moderate learning and speech difficulties. John Ford, his father, said yesterday that he and his wife had been misled when they allowed Richard to be assessed for a statement of special needs in 1988, expecting him to be given extra support in a mainstream school.

"We were led to believe that he wouldn't be sent to a special school. We were told that if we didn't get him a statement that he wouldn't get the special help he needed."

Mr and Mrs Ford said that the council had neglected its responsibility under section 2 of the 1981 Education Act to arrange that Richard be educated in a mainstream school and that his case had been unnecessarily delayed. The local authority no longer pays for Richard's speech therapy. His parents meet the cost.

They have made two appeals to the education department, the first in 1990, but have yet to receive a verdict. The case has been taken up by the Independent Panel for Special Educational Advice (IPSEA), a charity concerned with children's rights. John Wright, the administrator, said yesterday that the only action available to the parents was to seek a High Court review. "But the High Court will not hear the case until the statutory of state has reached a conclusion."

The education department said yesterday that consultations on the Fords' appeal were continuing. The county council said last night that it stood by its recommendation, made on extensive professional advice, to place Richard in a special school.

## NEWS IN BRIEF

### Russia wins world chess

The final scores in the World Chess Olympics in the Philippines were Russia 39 points and the gold medals, Armenia 34½ with a game adjourned, Uzbekistan 34 with a game adjourned and the United States 34 (Raymond Keene writes). Because of the adjournments, the destinations of the silver and bronze medals are unclear.

The letter was sent from Prague on Good Friday 1789 when Mozart was travelling to Berlin with his patron Prince Karl Lichnowsky. He tells how he had just met the impresario Domenico Guardasoni in Prague and how they had discussed the possibility of a new opera.

The composer writes: "[He] has practically arranged to give me 200 ducats..."

Guardasoni had already been impresario for the first performance of *Don Giovanni* in Prague 1787, and commissioned Mozart to compose *La Clemenza di Tito*. The letter shows the composer's tenderness to his wife. Mozart tells her he is "simply aching for news from you. Perhaps I shall find a letter in Dresden. Great God fulfil my wishes."

The anonymous buyer of the Mozart letter also paid £297,000 for a working manuscript by Schubert for his Quartet in B flat major.

The quartet was written in 1814 when the Schubert was 17—and probably for the enjoyment of the composer and his instrument-playing brothers and father. It was published only after his death. The boast written next to the first movement, which says it was written in four and a half hours, was therefore not intended for public scrutiny.

At the same sale, an 1822 four-page sketch by Beethoven for his overture *Die Weihe des Hauses* sold for £3,000.

## Death case

Poole borough council's solicitor said that it will prosecute American Express for health and safety offences after an executive fell to his death from a window at its offices in the Dorset town.

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Commission expects budget rejection

## Contrite Delors talks of devolving power

FROM TOM WALKER IN BRUSSELS

JACQUES Delors yesterday conceded that the European Commission, of which he is president, was actively looking at ways in which it could hand back powers to Community member states. M Delors, in defensive mood, also admitted that his plans to enlarge the EC budget by 30 per cent stood little chance of approval at the Lisbon summit of European leaders, which begins tomorrow.

He said that he had been "traumatised" by anti-Community protests by French farmers, and apologised for mistakenly saying that Denmark might be excluded from the common agricultural policy (CAP). "From now on I shall be saying nothing about Denmark and its future."

M Delors broke off from a tense meeting with his 16 fellow commissioners to make his traditional pre-summit address to journalists. But he refused to comment on his own prospects of staying in Brussels for another term. On the 14th floor of the Commission's Breydel building, Sir Leon Brittan, the competition commissioner, and his colleagues were debating a paper prepared by the Delors "cabinet" that left them in little doubt that their jobs may be diminished.

"Each commissioner is responsible for a portfolio and he'll have to decide how to apply subsidiarity," M Delors said. But he refused to allow the Commission to take all

the blame for the EC crisis of confidence that culminated in the Danes' rejection of the Maastricht treaty.

"In some capitals the tendency is to treat the Commission as a scapegoat," he said. "But never forget that the Commission only proposes and it is the council of ministers that decides."

The two commissioners thought most likely to lose out in any devolution of power back to member states are Sir Leon and his high-profile colleague Carlo Ripa di Meana, the environment commissioner, who has crossed swords with Britain over the M3 extension through Twyford Down and other projects.

M Delors gave few concrete examples of how power could be given back. In a conference that lasted an hour and a half, the Commission president lapsed into an academic analysis of the meaning of "subsidiarity".

He said that it was better for the Commission, for example, to negotiate with Japan rather than for states to do so bilaterally. On the question of increasing the EC's budget, M Delors largely repeated the remarks he made before the European parliament in Strasbourg two weeks ago. He said that if EC members blocked his bid to increase their payments to Brussels by 1.37 per cent per year, and left them instead at the current 1.2 per cent, then



Singing cowboy: Luciano Pavarotti, the world's leading tenor, wearing a traditional Stetson presented to him by the Fort Worth Opera production of Verdi's *La Traviata*. Pavarotti said he balked at the suggestion until he learnt what the other tenor was being paid. "It was ten times my fee," said Pavarotti. "Unfortunately, I got sick myself. So I think I owe Fort Worth a concert." He appeared to bask in the royal treatment he received, including the key of the city, last night, recalled that in 1988, when he was awaiting his debut

at the Metropolitan Opera in New York, he was asked to fill in for the ailing tenor lead in a Fort Worth

Opera production of Verdi's *La Traviata*. Pavarotti said he balked at the suggestion until he learnt what

the other tenor was being paid. "It

## Floods hit Spain after heavy rains

San Sebastian: Three people died in torrential rains which caused the worst floods Spain has seen for almost 30 years. Police said yesterday. Two of them died in traffic accidents and a third had a heart attack in his flooded car on Tuesday, they said. Streets in towns in the Basque country were submerged in 10ft of water.

Police said some 150 people had to be evacuated from their homes after the northern Spanish region was swamped in a downpour. Cars were axle-deep in water in towns throughout the Basque country and Catalonia. Many main roads were blocked and rail traffic was disrupted, local officials said.

The bad weather came during Spain's coolest and wettest June for almost 30 years. Rain caused flood damage in eastern areas around Valencia last weekend, and the holiday beaches on Majorca and the other Balearic islands were windswept and deserted. On Monday, northern Andalucia bore the brunt of the storm.

Forecasters were expecting more rain in the north yesterday but said that it should gradually die out. (Reuters)

## Germans endorse president's tirade

FROM IAN MURRAY IN BONN

DIVIDED as never before by the trauma of unification, Germans have overwhelmingly come to the conclusion that they do not like or trust politicians at all.

Last week, Richard von Weizsäcker, their silver-haired, aristocratic president, accused all parties of being power-hungry and remote from the people. Yesterday, a poll showed that 87 per cent of the population agree with him wholeheartedly.

The president's popularity is not new, but his rude remarks about politicians have increased the high esteem in which he is generally held. Although he did not name names, his comment that parties lack intellectual and moral leadership has widely been interpreted as being aimed at Helmut Kohl, the chancellor.

Both men are Christian Democrats (CDU), but the bad blood between them has become painfully obvious. *Der Spiegel* made the relationship this week's cover story with the headline: "The hostile neighbours." The chancellor, whose popularity rating has sunk to 30 per cent, has been losing support in part through his insistence

on backing European union and surrendering the mark.

The president, who said in an interview with the mass-circulation *Bild am Sonntag* this week that Germans want to be able to keep their mark, has struck a popular chord.

The president's concern that the main parties have lost touch with the people also stems from the result of the two state elections in April, when far-right parties won seats. Polls have since found that the vast majority feel that neither the CDU nor the opposition Social Democrats (SPD) is "responsible" in its handling of security, monetary stability and preserving national identity.

The right was seen as being closer to the people.

The president appears to have decided to take an increasingly prominent role in the public debate on the unity of the nation, the communists and Nazi legacy, and the competence of the federal states to become involved in EC policy-making. It is in taking on the might of the party machines, however, with the appointment of a commissioner to investigate party financing, that he has really captured the headlines.

## Criminals face the fatty acid test

Police are tracing crooks by their unique body odours, Mark Fuller writes from Amsterdam

FATTY acids could become as important as fingerprints in the battle against crime, after the success of an experimental Dutch scheme to detect criminals by their odour.

The system, piloted by Rotterdam police, has resulted in the capture of dozens of serious offenders in the city this year. Traces of fatty acids excreted from the human skin are collected at the scene of a crime or taken directly from a suspect's skin. Trained German Shepherd or Labrador sniffer dogs are used to match these with samples stored in an "odour library" or to identify a suspect's smell in a line-up of cotton swabs containing similar odours.

Jan de Bruin, a police instructor, devised the method after watching a dog trial at Cruft's Show in the 1970s. It has taken him 15 years to refine the system, which uses a custom-built ventilator to transfer the odour from an object at the scene of a crime to a chemically treated cotton swab.

The equipment is now sensitive enough to take a sample from a robber's handprint on the counter of a bank, for example," Mr de Bruin said.

Dog hunt

Skye bri

Death

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PEUGEOT'S WINNING FORMULA THIS SUMMER.

# Croatia rejects UN demand to pull out from seized land

FROM TIM JUDAH IN BELGRADE AND JOHN HOLLAND IN SARAJEVO

THE Croatian government was yesterday defying an ultimatum from the United Nations and the European Community to withdraw from territory seized on Monday. Zagreb's defiance coupled with a big Croatian push in neighbouring Bosnia means that the whole UN mission in former Yugoslavia is now in deep trouble. UN peacekeepers fear that they may be pushed aside if Croat forces decide on a final offensive to retake all Serb-held territories inside Croatia.

With world attention focused on the Serbian siege of Sarajevo, confident and well-armed Croat forces have been fighting on the periphery of the Serb-held territories, which are now being turned over to the UN. "With sanctions on Serbia, and victories in the field, the Croats feel their enemy is down and bleeding," a Western diplomat said.

General Satis Nambiar, the commander of UN forces in Yugoslavia, yesterday held an emergency meeting in Belgrade with representatives of the five permanent UN security council members and the European Community. On Tuesday, he had told the Croatian government and its army chiefs to withdraw from land they seized around the town of Drniš, but they refused.

UN sources say that despite warnings by Boutros Boutros Ghali, the UN secretary-general, to the security council about Croatian ceasefire vi-



lations and Zagreb's considerable aid to Bosnian-Croat forces, attention is still focused on Serbian actions.

The flashpoint is the so-called "pink zone", a wide swathe of territory around Krajina, the main Serb enclave in Croatia, from which Serb forces are due to withdraw before the UN takes over formal control. The pink zone appears to be the result of an oversight in the original UN peace plan that specified that in Krajina the borders of the UN zone would run along county boundaries rather than the frontline.

Most Croats have fled the area and the government is eager to send them home. However, fearing for their lives, the Serbs say they will only hand the land over to the United Nations. "If the area is not included into the UN

buoyed by a sense of euphoria, Croat forces may decide on an all-out campaign to retrieve the lands being turned over to the UN — "the unthinkable," according to one Western diplomat.

Yesterday, President Izetbegovic of Bosnia-Herzegovina said that he would not be able to reach Strasbourg for peace talks — due to be chaired there today by Lord Carrington — because of intense fighting around Sarajevo. Eight members of the Bosnian Olympic team said they were postponing their departure for training abroad for similar reasons.

Mr Izetbegovic, whose official Lear jet was apparently flown by Serbian pilots to Belgrade from a military airport in a sneak action recently, has few ways out of his country.

In Sarajevo, the food situation grew increasingly desperate. One of the main food markets in the city was full of people yesterday but almost completely empty of food, save for some lumps of grass, tree leaves and a few meagre piles of sunflower seeds.

Simultaneously, a several-pronged offensive in Bosnia by Bosnian-Croat forces armed by Croatia has meant that supply lines from Serbia to Krajina have been cut. Serb forces in Bosnia have begun to lose territory to the Croats since they suspect of harbouring Muslim mercenaries who are sniping at a nearby army barracks.

Fierce street fighting continued in the Sarajevo district of Dobrinja, which borders the airport and is controlled by Bosnian Serb army positions. Serb tanks parked near the runway pounded several high rise compounds in Dobrinja which they suspect of harboring Muslim mercenaries who are sniping at a nearby army barracks.



Armed arrest: Georgian troops escort Walter Shurgaya, the rebel leader, still holding an unexploded grenade

## Georgia puts down coup attempt

BY BRUCE CLARK IN SOCHI AND OUR FOREIGN STAFF

THE Georgian leader, Eduard Shevardnadze, yesterday signed an ambitious accord with President Yeltsin of Russia on settling the conflict in the mountains of South Ossetia, only hours after quelling an attempt by rebels to overthrow his government in Tbilisi.

The deal, which comes only a day after an agreement between Russia and Ukraine to co-operate in finding a

solution to ethnic disputes, is intended to put an end to fighting between Georgian forces and South Ossetians, who want to switch their region from Georgian to Russian rule. President Yeltsin said after seeing the former Soviet foreign minister in a luxury government residence on the Black Sea coast: "We have reached an agreement on the principles of regulation of the Georgian-Ossetian conflict, an agreement on a ceasefire."

Before Mr Shevardnadze held his talks with President Yeltsin, the Georgian capital was shaken by an attempt by forces loyal to the deposed Georgian president, Zviad Gamsakhurdia, to seize the television station. The bloody events which culminated in the overthrow of the ultranationalist

Mr Gamsakhurdia in January had begun with a seizure by his opponents of the same building. Yesterday's takeover was seen as a possible herald of fresh internecine conflict in the former Soviet republic.

But national guardsmen loyal to Mr Shevardnadze, wielding machineguns and backed up by a tank and helicopters, were able to capture the rebel-held television

centre and tower after a five-hour confrontation. Paratroopers from the ruling state council, put the death toll from the assault at three, with 26 hurt. Georgian interior ministry officials confirmed the figures. Earlier, the state council had said that 40 people had been killed.

The government said that the leaders of the short-lived rebellion, including a leading lieutenant of Mr Gamsakhurdia, were under arrest. Walter Shurgaya came out of the broadcasting centre grasping an unexploded grenade and was escorted away.

Tengiz Sigua, the prime minister, said on local television that Georgia would demand that the nearby Chechen republic extradite Mr Gamsakhurdia to face charges in connection with the seizure of the television centre. Mr Gamsakhurdia has been sheltering there

since shortly after his overthrow.

The struggle for control of Georgian television was a reminder of the turmoil that has engulfed the Transcaucasian state since the collapse of communist power. Mr Shevardnadze told Georgian radio that the rebels had sought to block the talks, set to include leaders of North and South Ossetia and focus on Georgian-Russian rivalry in the region.

National guardsmen recaptured the television station in a assault shortly after a government ultimatum ordered the insurgents to surrender within two hours or face an attack. A local journalist said that the assault began with a commando attack on the television tower, perched high above Tbilisi. Several hundred rebels had seized the television centre and tower by dawn and proclaimed the return of Mr Gamsakhurdia.

National guardsmen unleashed heavy barrages of automatic weapon and tank fire at the rebels without waiting for the government deadline. They moved in at noon, recapturing the television centre and tower within a few minutes.

Mr Shevardnadze promised that the government would take all the necessary steps to reimpose order.

## Moscow plays on PoW anxieties

Russia is manipulating US concern over lost servicemen, Mary Dejevsky writes

NO SOONER had Boris Yeltsin returned from the Washington summit, which almost became dominated by the prisoner-of-war issue, than the south-central Russian region of Tambov produced a document, dated May 1, 1945, stating that 2,500 foreign prisoners of war, including Americans, had been held in camps near Tambov.

Tambov had slightly missed the point. The prisoners the United States is most interested in are those supposedly transferred to the former Soviet Union from Vietnam and Korea. These individuals, of whom much is rumoured and nothing proved, have become an ideal lever in Russia's relations with the United States. The slightest touch from Moscow will produce a wave of positive sentiment throughout the United States. The Russian regime which has "come clean" about the existence of such prisoners and could yet trace long-lost relatives. With untold cynicism, it used the issue to stunning effect on the eve of the Washington summit.

If Moscow and Washington had been unable to produce their spectacular arms control statement on the first full day of last week's summit, the whole two days would have been dominated by the question of lost prisoners of war.

Mr Meciar's most significant appointment so far is not so much within his cabinet,

where free marketeers predictably have given way to state interventionists, but his selection of Ivan Gasparovic as parliamentary Speaker.

Mr Gasparovic is a senior party member, but he was also Czechoslovakia's attorney-general until last March, when President Havel sacked him. Among other reasons for his sacking was a claim that he was being slow to pursue politicians who are thought to have secret police backgrounds.

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The names have been released by Robert Smith, the Republican vice-chairman of the Senate committee investigating the fate of all missing US servicemen. He also claimed that it had evidence that Americans were being held in Vietnam and Laos as late as 1989.

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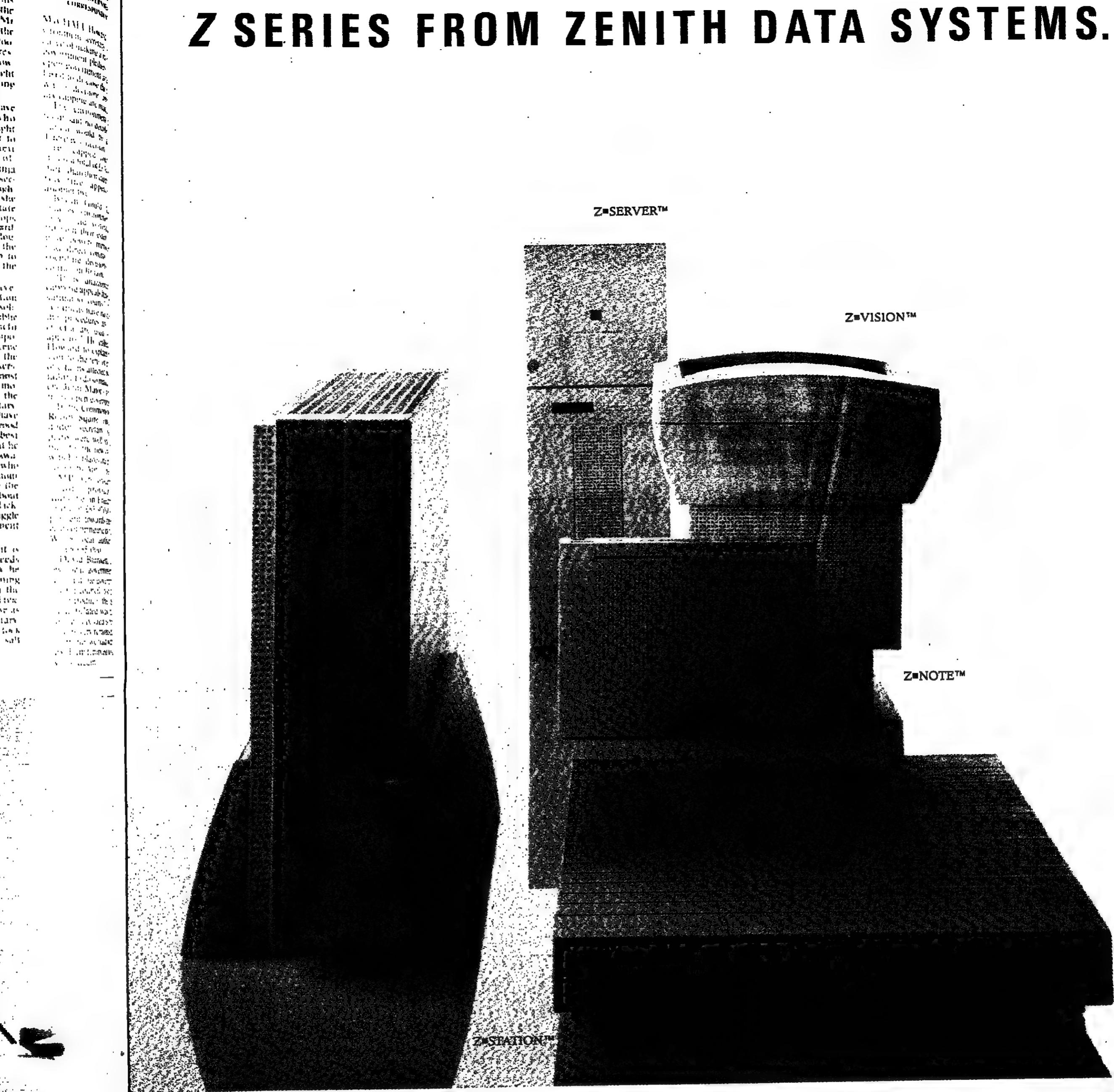
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BY ROBERT SMITH

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Camp David proposals revived

# Palestinian self-rule is Rabin priority

FROM RICHARD BEESTON IN JERUSALEM

YITZHAK Rabin, whose opposition Labour party won a landslide victory in Tuesday's Israeli elections, promised yesterday that his new government would move quickly to make peace with the Palestinians in the occupied territories and to curb the expansion of Jewish settlements.

Speaking only hours after it became clear that he would be the country's next prime minister, the former army chief and defence minister said: "The first priority is the creation of autonomy and self-rule for the Palestinians in the territories." His an-

nouncement appeared to signal a commitment to speed up the moribund Middle East peace talks, due to resume in Rome this summer, as soon as he has put together a new coalition government.

The outgoing Likud party refused outright to relinquish any territories occupied by Israeli forces in the 1967 six-day war, but Mr Rabin has undertaken to allow some territorial compromise with the 1.7 million Palestinians there in return for a lasting peace agreement. Ironically, the autonomy plan under discussion, granting two dozen

areas of self-government to the disenfranchised Palestinians, is the original proposal contained in the Camp David accords signed by Menachem Begin, the late Likud prime minister, and Anwar Sadat, the late Egyptian president.

A Labour government, in coalition with the left-wing Meretz party, proposes allowing Palestinians to elect their own leaders in the occupied West Bank and Gaza Strip and to begin a five-year transitional period of self-rule leading to a final settlement. But several thorny issues remain to be addressed, leaving Mr Rabin and the Palestinians far apart in the negotiations.

The Palestinians are determined to establish their own state, but Mr Rabin insisted yesterday that Israel would continue to control defence, security and foreign affairs in the territories as well as the interest of the 100,000 Jewish settlers living there. He has also made it clear that Israel is not prepared to give up all of the land he helped to capture when he commanded the country's forces in the June 1967 war.

In particular, Israeli rule would continue to apply in Arab east Jerusalem and its southern suburbs, the strategic Golan Heights and the Jordan valley border area. Although Mr Rabin has not made it clear which areas in particular he is willing to hand over to Palestinian control, it is widely assumed that they include the large Arab population centres in the teeming Gaza Strip and the West Bank cities of Hebron, Ramallah and Nablus.

Where Labour's position differs substantially from that of the Likud government is over the treatment of the Jewish settlers, who received huge public funding to help them expand their communities in the occupied territories but would now face a one-year moratorium while talks with the Arabs are underway.

"This is an end of an era and the beginning of a new page in Israeli politics," Karmel Abu Jaber, Jordan's foreign minister and leader of its Middle East peace delegation, said. "Any change in Israeli policy is a positive change ... we welcome any government that will work for peace."

Osama el-Baz, the chief foreign policy adviser to President Mubarak of Egypt, reflected the general mood of relief there. "Egypt hopes that the result will give a strong push to peace efforts and the reaping of a golden opportunity to achieve historic reconciliation between Israel and the Arabs," he said.

Syria reserved judgment on Labour's policies but Farouk al-Shara, the foreign minister, said there would be no regret in the Middle East at Mr Shamir's defeat "because his policies had put the peace process in deadlock".

Iran, which has opposed the peace process from the start, refused to acknowledge any fundamental difference between the two main Israeli parties.

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Many Arab leaders re-

frained from expressing their Labour preferences in advance of the Israeli election lest they had a negative effect on Labour's chances. "I think you could say that behind the scenes there was an almost 100 per cent Arab preference for Labour," an Arab diplomat said.

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## Poll encourages Arab moderates

FROM CHRISTOPHER WALKER IN CAIRO

DEEP divisions in the Arab and Islamic world were mirrored in reactions to the electoral triumph of Israel's Labour party. Expressions of cautious optimism were countered by the refusal of hardliners to foresee an end to violence. But even the traditional diehards were unable to dampen the mood of hope, and a feeling that recent predictions of a new Arab-Israeli war had been outdated.

The most positive responses came from Egypt, Jordan and the moderate Palestinian groupings, some of whom expressed hope that there might now be direct negotiations between Israel and the Palestine Liberation Organisation. Two leading PLO figures, Bassam Abu Sharif, a close adviser to Yasser Arafat, the chairman, and Yassir Abd al-Rabb, a rising star on the executive committee, were quick to offer the prospects of direct talks with a Labour government.

Hanan Ashrawi, the spokeswoman for the Palestinian team at the Middle East peace talks, claimed that the Madrid process began last October and set to resume in Rome had been rescued. Farouk Kaddoumi, the PLO's political director who is tipped as a possible successor to Mr Arafat, said he hoped Labour's victory might open the way for a peaceful compromise.

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## Perot attacks 'Nazi' Republicans

FROM JAMIE DETTMER IN WASHINGTON

ROSS Perot yesterday accused the Republicans of taking a leaf out of the Nazi propaganda book in their depiction of him as a potential dictator with a penchant for intrigue. He dismissed as White House "dirty tricks" reports characterising him as a zealous investigator of personal, political and business opponents who even had his own children tailed by private detectives.

As the Texan billionaire ap-

peared on an early morning breakfast show to attack back, senior Bush administration figures continued with the Republican onslaught, turning the normally quiet campaigning month of June into a battlefield.

A couple of weeks ago as Mr Perot shot up in the opinion polls, Martin Fitzwater, the White House press secretary, said that the Republicans would not allow the Texan a long honeymoon. In the last three days, Mr Perot has come under withering

attack from President Bush, and even Bob Martinez, the White House's drug czar, who yesterday accused the businessmen of having a "penchant for sludgegut".

Articles in *The Wall Street Journal*, *The Washington Post*, *The New York Times*, *Time* magazine and the political weekly, *New Republic*, have provided the material for the Republican effort against Mr Perot. Many of the stories suggest, in the words of *Time*, that he pursues "astonishingly mean-spirited vendettas against anyone who crosses him".

In a hastily arranged breakfast television appearance, Mr Perot, who has yet to declare his candidacy, said: "Hitler's propaganda chief would be proud" of the campaign, now being run against him. He sought to refute allegations that he has indulged himself in a long-running grudge against President Bush and dismissed claims that since 1988 he has periodically ordered investigations into Mr Bush's private affairs and possible involvement in the Iran-Contra scandal.

The Republican dirty-tricks committee has been carefully putting this together for weeks," he alleged. "They have been worried to death that I will announce [his decision to run] on my birthday, June 27 ... it is a carefully orchestrated plan to try to damage me at a time when people thought I would announce." He said that it was

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Council  
capping  
secrecy  
attacked

By DAVID GLASS BROWN  
FOR THE TIMES  
CORRESPONDENT

Mr HALL: Howard & Son, the secretaries, are accused of making a bad-government pledge after failing to disclose the who or whose are being censored.

The environment department said no details of what would be disclosed would be given. The censored documents would be given to the relevant government department. The environment department said a total of 54 documents had been censored.

Howard said: "We would like to see environmental issues and scientific issues on the agenda. But the executive group does not have that direct control of spending decisions of central government.

"It is unacceptable for government departments to have to go through the procedures are a central issue in our approach. He called on Howard to explain the terms of the censored documents to the new mayor of the city, John Major's new team.

In the Committee for Refugees, Sir John Major, former secretary of state for the new team, would replace the new mayor on April 1.

MPs recommended that the government authorise an English version of the code of conduct towards the code of conduct for the new team.

David Blunkett, the new local government minister, said: "We are not going to be too strict with the new team.

The new team was to be given a chance to review the code of conduct for the new team.

## Calls grow for de Klerk to curb military

FROM MICHAEL HAMLYN IN JOHANNESBURG

PRESIDENT de Klerk of South Africa, facing the worst setback of his two years in office, arrived home from his shortened visit to Spain yesterday and went directly into a cabinet meeting which lasted the rest of the day.

He described himself as deeply disappointed by the withdrawal of the African National Congress from the Convention for a Democratic South Africa negotiations, but gave little sign of yielding to any ANC demands. There is a widespread belief in South Africa that the demands made by the ANC as preconditions to the resumption of talks are modest and ought to have been conceded some time ago.

There have been many calls in the press, including papers supporting the government, for police and military officers

### Ethiopia says war inevitable

FROM SAM KILEY  
IN ADDIS ABABA

PRESIDENT Meles of Ethiopia told diplomats in Addis Ababa that civil war between his government and the tribally based Oromo Liberation Front is inevitable after Oromo guerrillas reportedly captured a town less than 100 miles east of the capital.

According to United Nations officials in Addis Ababa, Asse Tefere has fallen to troops of the Oromo front. At the weekend, it boycotted the first regional elections in Ethiopia, and ended a peace accord with the ruling Ethiopian People's Revolutionary Democratic Front.

The attacks on Asse Tefere and so a number of small towns in Harerge province were the worst for three months. Lencho Lata, the deputy head of the Oromo front, announced late on Tuesday that his party was withdrawing from the transitional government which replaced the dictatorship of Mengistu Haile Mariam last year.

The Oromo front is estimated to have about 15,000 men at its disposal, with about half of them deserters from General Mengistu's Derg forces. The ruling Ethiopian front, a highly disciplined and well-equipped army of about 100,000, would have little trouble wiping out the Oromo rebels. But aid officials said yesterday that any large-scale confrontation would be catastrophic for the 250,000 people already facing starvation in the south and east of the country. (Reuters)

## UN pleads for starving Somalis

BY OUR FOREIGN STAFF

RELIEF officials say that hundreds of starving, thirsty Somali refugees on a ship off the coast of Yemen could die unless Yemeni officials let them come ashore immediately. At least 140 have already died while 1,400 people on the vessel needed urgent help, the United Nations High Commissioner for Refugees said yesterday in Geneva.

The bodies of 34 children and seven others were washed up on Yemeni beaches, while about 100 other bodies were on the boat among the survivors, a UNHCR spokeswoman said.

"It's a human tragedy in all respects and requires an urgent rescue operation to stop the slow deaths," said Kamal Morjane, the director of the United Nations refugee agency for Southwest Asia, North Africa and the Middle East.

The Somalia-registered Gob Wein was hijacked by about 3,000 refugees seeking to escape Somalia's civil war and hunger. For three days the ship lay off Aden, 1,200 miles to the north, before the Somalis — starving and parched, in temperatures up to 122°F — forced the captain to run aground on Monday about 150 yards from shore, shipping sources said. Yemeni apparently had refused to allow the ship to dock.

Two other vessels carrying Somali refugees have



Making an exit: Nick Greiner, accompanied by his wife Kathryn, announcing his resignation as premier of New South Wales yesterday. Mr Greiner became a victim of his own government's anti-corruption unit (Robert Cockburn writes from Sydney). Once

found guilty by the state's independent commission against corruption of "technical corruption". He set up the commission to investigate his Labor predecessors. With Tim Moore, his environment minister, Mr Greiner is seen to be important to the Liberals at this time. He will continue Mr Greiner's privatisation policies.

from a safe Liberal seat. Mr Moore also resigned yesterday as did Michael Vassaly, the development minister. The new premier is John Fahey, 47, formerly the industrial relations minister. A lawyer, his sincere manner is seen to be important to the Liberals at this time. He will continue Mr Greiner's privatisation policies.

### PEOPLE

## 'Dapper don' goes to top-security jail

John Gotti, the convicted Mafia boss, was flown to the most secure prison in the United States in Marion, Illinois, to begin his life sentence for murder and racketeering.

His sentencing at a Brooklyn courthouse on Tuesday led to violent demonstrations as hundreds of his supporters attacked riot police, turned over cars and smashed windows. Federal officials said they believe Gotti's son, John Jr, the favourite to succeed the "dapper don" as Mafia leader of the Gambino family, was behind the riot in which eight policemen were injured and seven people arrested. Gotti's lawyers plan to appeal against his sentence.

Hadjieletheridis, said that it was a "fair price".

Crown Prince Alexander, the exiled pretender to the defunct Yugoslav throne, plans to return to Belgrade with the ultimate hope of being crowned king, according to a New York Times report.

Last night's concert in Rotterdam by the American rock group Guns 'n' Roses was cancelled after bass guitarist, Duff McKagan, became ill and was told to rest for at least 48 hours.

The American General John Shalikashvili, 55, has succeeded General John Galvin as Nato's Supreme Allied Commander Europe.

After adverse press publicity, Crown Prince Frederik of Denmark, 23, has abandoned his controversial semi-controlled house in Cambridge, Massachusetts, and will move into a flat close to Harvard University, where he will study for a year.

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## Bernard Levin

The incredible in pursuit of the inedible. Why do twitchers follow the Dark-eyed Junco?

You must agree, surely, that this is an amazing country, perhaps the most amazing the world has ever seen. At least, I cannot think of any other in which certain recent events could have taken place.

It began pictorially, and the picture was in itself sufficiently amazing to clinch my assertion. It was of an empty field. The picture ran right across an entire page of the *Telegraph*, and it showed a perfectly straight line of people, beginning in the immediate foreground and running off the other side into a kind of infinity, every one of them looking in the same direction. I took a powerful magnifying-glass to the picture, trying to count them, but it was impossible: they were certainly hundreds. And — if you have amazement, prepare to amaze them now — the entire line of spectators were looking, in the same direction, at nothing at all.

True, they were hoping to see something before darkness fell, and they kept their vigil loyally to the end, though fruitlessly. And what was it that they hoped to see? The Second Coming? Buried treasure, to be sought when the whistle went? A duel to the death between John Smith and Bryan Gould, the loser to accept the whole blame for Labour's election defeat? No. They were awaiting the arrival of a Lesser Short-Toed Lark.

(Here, I pause to rebuke Mr Geoffrey Wheatcroft, who long ago announced that he was at work designing a typographical symbol which would mean "I am not making this up", but who has wholly failed to carry out his promise.)

The day before the gathering, this elusive bird had been spotted near Weymouth, and the word had immediately spread. The excitement was caused by the fact that the Lesser Short-Toed Lark has never been seen in this country, preferring less treacherous weather; hitherto it had ventured no closer than the south of Spain, though there had been a claim ("Mind you, I've said nothing") for Ireland.

But wait. The very next day, as recorded in *The Times*, a harmless couple, Mr and Mrs Sheddron, living in Hamilton, Scotland, were invaded by 250 people, who went clumping up the stairs and bursting into the bedrooms. The reason for the sack of the Hamiltons was that there had been a sighting of another rare bird, this one the Dark-eyed Junco. (Wheatcroft, for shame!)

I made the obvious remark: how delicious must these birds be, that so many gourmets would take so much trouble to get it onto their plates, particularly since the sighting referred to two single birds, not flocks, and with two vast throngs all salivating for the culinary experience of a lifetime, the odds against landing it must have been really hopelessly.

To my astonishment, I learned that they had no intention of cooking and eating them, with — it was my suggestion — a couple of rashers of streaky bacon on their breasts and a veal forcemeat inside. Why, then, were all these people either standing around from morning till night in a ploughed field or re-running *The Return of the Body-Snatchers* in the Sheddons' home? Merely, it seems, to see the creatures, although since they are both about the size of a sparrow, the bystanders might as well have changed their minds and rafted them for the oven.

But that is the birds' problem: my theme, as announced, is the amazingness of this country, and I think that the story of the Lesser Short-Toed Lark and

My recipe for the birds: a couple of rashers of streaky bacon on their breasts and a veal forcemeat inside

shoot the birds and eat them. Italians may likewise cluster, but only to spread a picnic. The Spaniards themselves, mindful of their Lesser Short-Toed visitor, may do their share of clustering, but in the end they will be found under a tree snarling "mamans".

Do you know what Heine said about us? He said "England is a country which the sea would have swallowed long ago, if the sea had not been afraid of getting indigestion." Is there anyone — the prime minister, Michael Heseltine, Paddy Ashdown, John Smith, Ted Heath — who, when alone, with the lights low and the curtains closed, really believes that Britain will stay in the EC?

Ask the 400 who sought the Lesser Short-Toed Lark all over Dorset, and the 250 who did likewise in Hamilton with the Dark-eyed Junco, and who, having failed to find either, went home not grumbling at fate but cheerfully intent on spotting their prey next time.

What do you think Shakespeare was referring to when he spoke of "This happy breed of men, this little world"? Obviously, it was the breed of those who were willing to stand all day in a ploughed field to welcome a Lesser Short-Toed Lark and a Dark-eyed Junco and then shoot them away. Moreover, we must not be bound by those figures — 400 or 250: if there had been time to round up all the devotees of these two elusive birds from all around the country, the field would have had to expand to the size of Yorkshire, and the Sheddons' semi would have been reduced to splinters. Well, are you still unconvinced that this is the most amazing country in the world?

PS. There have also been recent sightings of the Castle Egret, the Alpine Swift, the Red-rumped Swallow and the Pie-billed Grebe. If any experienced poultier is reading this, I would be very grateful for some recipes.

...and moreover

CRAIG BROWN

Joy is in the air and merriment is ablaze on street corners. To the unbounded delight of a grateful nation, a brand new cache of letters between Harold Nicolson and Vita Sackville-West has been discovered.

These extraordinary letters cover an undocumented period that for the past thirty years has confounded historians and critics alike. Until now, all correspondence between Harold ("Hadj") and Vita ("Mar") during the half-hour between 4.30 pm on Tuesday, April 17th 1936, and 5 pm the same day has been lost, leaving a gaping hole in their recorded lives.

In recent years, there had, of course, been speculation from radical groups of Nicolson/Sackville-West scholars, based mainly in Finland, that during what has come to be known as the "unknown half-hour", Harold and Vita simply did not correspond. Traditionalists were aghast at such an explanation, arguing that Hadji and Mar produced a minimum of five letters and three diary-entries every half-hour of their married lives. They further argued that there is an obvious lacuna between the last line of the letter Harold wrote at 4.28 ("I trust you would not consider it vulgar were I to tell you that no couple is less vulgar than the two of us, my own little poppy-poo-poo") and the first line of the letter Vita wrote at 5.02 ("utterly exhausting day. A morning spent smelling flowers followed by a tiring change of hat in the

Schoolchildren should work more hours, says former education secretary Kenneth Baker

## Learning for longer

An English child spends on average just 24 hours a week being taught in a lesson in a class, that is just over four hours a day during school attendance from 9.30 am to 3.30 pm. Yet until the 1960s children spent over 30 hours a week at lessons. John MacGregor was so alarmed about the trend to shorter hours that in 1990, as education secretary, he issued a circular stating that secondary schools must teach at least 24 hours a week. Scotland does better with nearly 27 hours: is this why Scottish children perform so well? In Japan the figure is over 30. A Japanese child will be taught for about 1,500 hours a year, an English child for 950 hours a year. These simple facts are highlighted in a recent research paper.\*

In contrast, a child going to a city technology college (CTC) in England receives lessons and enrichment activities (computer studies, drama and a second foreign language, for example) for 31 hours a week. A CTC is entirely free to arrange its curriculum, its day and its holidays

as it wishes, and they have all taken advantage of this. They usually open for breakfast at 7.30 am or 8 am, which many parents find convenient as they drop their children off on their way to work. The school day is 8.30 am until 4.30 pm and in some cases later. Children have 25 hours in a class and a further six hours' enrichment. There is more time to teach the existing subjects in the curriculum and to add new ones.

When I was fashioning the National Curriculum in 1988, I was told that all the subjects could be covered, and extras such as classics, a second foreign language or more technology could be fitted in if there was one more lesson each day.

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Stipulated that teachers were not to work more than 1,265 hours a year. Teachers in CTCs work longer than that.

Those conditions should now be changed. Indeed, in an era of delegated budgets and grant-maintained schools, it is no longer necessary to impose national conditions setting out the number of hours that a teacher should work. Such arrangements should be made by the governing bodies in discussion with the teaching staff. In the 1988 Education Reform Act, I specifically gave governors the power to decide the starting and finishing times of the school day. So they are in a position to act.

The longer school day is popular with pupils, teachers and parents. Parents like the early start and find it helpful if their children can stay on in the school premises until they can get back from work. The

times for a modular curriculum, and pupils like the more frequent, shorter holidays. The CTCs are open on average for 10 days more a year than ordinary schools. The only difficulty is fitting in with the holiday pattern of other state schools, but the six CTCs which have so far adopted the five-term year are finding ways of overcoming that.

These imaginative changes are already producing good educational results. I hope that every governing body will look at this report and appreciate the advantages of flexibility. I hope John Farter's education white paper will not deal solely with school administration, grant-maintained schools and the future of local education authorities, but also with what happens in the classroom. I have no doubt that a longer school day produces better educated children.

\*Julia Hagedorn's report, *A Longer School Day and Five-Term Year in the CTCs*, is published by the City Technology College Trust.

## The peacemaker general

Can Israel's conquering hero negotiate a lasting peace, asks Richard Beeston in Jerusalem



task than the tormented search for peaceful co-existence.

Even the most pacific-minded visitor to Jerusalem cannot fail to be impressed by the lengthy roll call of invading armies, whose various claims to represent the true faith have led to 11 changes of the dominant religion in the past two thousand years, most of them after blood-thirsty sieges. Today in Mr Rabin's home town, the struggle between Christian, Jew and Muslim is still played out according to ancient rules on the cobbled streets of the Old City where Jewish settlers are engaged in an attempt to colonise religious quarters.

Although Jerusalem is Hebrew for City of Peace, the metropolis still reveres its battle heroes. The Arab general Saladin, who defeated the crusader knights 800 years ago, the warlike Maccabean rulers of the ancient Jewish kingdom, and

General Edmund Allenby, who beat the Turks in the first world war, enjoy a far greater popular appeal in today's Holy Land, where they are commemorated by street names and sporting teams, than the long list of failed peacemakers.

The United Nations peace mediator Count Folke Bernadotte was assassinated on the orders of Yitzhak Shamir, the defeated prime minister, who was then a leader of the pre-state Jewish underground.

On the Arab side both the moderate Arab ruler, King Abdallah of Jordan, and the region's last serious peacemaker, President Anwar Sadat of Egypt, were assassinated.

Despite these unhappy precedents, Mr Rabin has set himself an ambitious peacemaking programme for his four years in office. So the defence minister who introduced the deadly "iron fist" policy in southern Lebanon and Jordan.

During the course of these talks Mr Rabin will also have to keep a watchful eye on the possible long-term military threat posed by traditionally radical states such as Iran, Iraq and Libya, and their continuing efforts to acquire non-conventional weapons and the missiles to deliver them.

He will almost certainly have to contend with angry and often violent resistance from tens of thousands of heavily armed Jewish fanatics — who refuse to cede any of the biblical lands of the West Bank and Gaza, some of which were granted to them when Mr Rabin was last in office — and on the increasingly powerful Muslim fundamentalist movement in the Palestinian community.

In spite of these considerable obstacles, Mr Rabin's followers maintain an almost messianic belief that the region is ripe for peace, now that the cold war is over and in the aftermath of the Gulf conflict, and that he is the man to deliver Israel from its perennial state of siege.

Such optimism, however, fails to produce more than a cynical smile from the Palestinian activists in Gaza's refugee camps or the radical Jewish settlers of the West Bank. Their best advice to Rabin the peacemaker is not to forget his military skills.

One person who remembers the dress well is Peter Golds who introduced the couple to each other at Brixton Conservative Association. Golds, who was a witness at the wedding and signed the register, says: "I still have the photographs in my album at home." The date on which the couple met is now an occasion for double celebration in the Major household. It was April 9, 1970: 22 years to the day before John Major won the election.

● Traffic problems at Henley on Thames, which can force even the best mannered of regatta-goers to lose their tempers, may be even worse this year. Badger tunnelling has caused part of Aston Lane to collapse. The road, which runs parallel to the river, has been closed, and badger gates have now been installed. There is talk of digging a tunnel to prevent a recurrence. Meanwhile the race is on to resurface the road before the regatta begins next Wednesday.



### Optional votes

AMONG those sadly not represented in the new Israeli parliament is the Natural Law Party, familiar to all British floating voters from the general election.

Amihai Rokah, the party's leader, said that a group of 7,000 experts in transcendental meditation and yogic levitation could "guarantee that all hostility in the region will disappear". But oddly, surprisingly, the voters were not convinced, perhaps because Rokah had doubts about his own guarantee. Heding his bets, he proposed that his party would "maintain the state of alert in the Israeli defence force".

Also unrepresented is Al Galgalim, the taxi-drivers party. But perhaps this is just as well for the administration. Over the weekend, their spokesman got the party's name wrong in a television election broadcast. Then on the last day of campaigning they forfeited their final night's broadcast altogether. Apparently they didn't want to miss the European football semi-final.

### Lessons at the zoo

THE EMIR of Kuwait's £1 million donation to London Zoo has delighted Lady Longford; the 86-year-old author. "I was simply thrilled when I heard," she says. Lady Longford has fond memories of visiting the zoo as a child with her father. "I remember the novelty of the chimps tea party and suggesting to my father they were just like us. He was a doctor and went to great lengths to give me a Darwinian explanation of the differences," she says.

Her favourite haunt was the reptile house, where she once had a python slung round her neck "like a fox fur". But it was riding on the dromedary's neck which was to prove the most useful experience. "It was very uncomfortable but stood me in good stead when I went camel-riding in Egypt a few years ago. The camel ran away with me but I managed to cling on. It was the most frightening experience of my life."



## LANDSLIDE FOR PEACE

When Yitzhak Shamir defied the world with firm intransigence, Israeli officials always maintained that peace was the overwhelming priority for the Israeli people. The silent majority, they said, yearned to live in peace and security with their neighbours. Now that majority has spoken. It has swept out of office a government whose approach to the peace process wasudging, hating and often duplicitous. It has elected a landslide Labour party that promises an immediate halt to West Bank settlements, autonomy for the occupied territories, better relations with the United States and territorial concessions. 'Euphoria' has gripped most of Israel. Rarely have the chances for regional peace seemed brighter than in this window of opportunity.

Israel's Labour party has been invigorated by its victory. It has been quick to announce plans to revive the dormant Middle East negotiations and reject any truck with right-wing splinter groups anxious for coalition. Yitzhak Rabin, though he would welcome support from those religious parties not identified with territorial fundamentalism, has a freedom rate under Israel's proportional representation. He will not encumber himself with ideological opponents. The public has had enough of fudge and stalemate. When Mr Rabin was defence minister he proved his credentials as an unyielding opponent of the Palestinian *intifada*. Now he wants to talk peace.

The Arabs are ready to listen. Key interlocutors in the Middle East conference have welcomed Likud's downfall — though they have reserved judgment on Mr Rabin. Arab endorsement of an Israeli leader is still a political bridge too far. But Hanan Ashrawi, the moderate Palestinian spokeswoman, has voiced hopes that Labour will move swiftly to fulfil its promises, and a senior member of the PLO, for which Labour has as little love as Likud, has offered to meet Mr Rabin straightforwardly.

Frustrated by months of paralysis, the Arabs are waiting for the first initiative from

the new government. Their response will surely be quick. More than anything else, the proposed freeze on West Bank settlements will change the negotiating atmosphere. Mr Rabin took a risk in alienating the *Eretz Israel* lobby, which can still play on Zionists' convictions. He calculated rightly that voters were angered at money being spent on these zealots at a time of high unemployment and house shortage. He knew that many Israelis were worried by the poor relations with Washington. Mr Rabin, a former ambassador to Washington, can expect a rapid improvement, notably the freezing of \$10 billion in loan guarantees to help pay for the absorption of Russian immigrants.

For President Bush to underwrite the loan and boost the economy the moment peace talks resume would give the lie to the innuendo that in taking a hard line against the Shamir government, Mr Bush was being anti-Semitic. Mr Rabin in turn would have freedom to make the territorial concessions he knows are necessary for peace.

After the goodwill gestures come two huge hurdles: the existing settlements and Palestinian elections. For years the settlements have grown in size and influence. Their forced evacuation is out of the question. No government can be seen rounding up Jews at gunpoint. Some exposed families in newer camps, shorn of government support, may find the going too tough and leave. Zealots in the centres of Arab towns such as Hebron will resist attempts to move them. Similarly, free elections in the occupied territories could boost Hamas, the Islamic fundamentalists who reject the Palestinian leadership's moderate negotiating line. Such groups on both sides could yet undermine the talks.

Mr Rabin must exploit his extraordinary triumph fast. But Washington cannot sit back until after its own election is over. More than ever, its chiding and encouragement are needed to hold all sides to their commitments. Time is always the enemy of peace in the Middle East.

## BONFIRE OF THE DECENCIES

In Tom Wolfe's *The Bonfire of the Vanities*, the central character, Sherman McCoy, is arrested at home early one morning and arrives at the court in the Bronx in handcuffs. At the main entrance a scrum of cameras and reporters lies in ambush, clearly tipped off in advance. McCoy's lawyer protests at this 'outrageous circus arrest'. The detective escorting them explains: 'You're getting a break as it is. You know what they were talking about, don't you? They wanted to bring the press to his apartment and cuff him there.' By 'they' he means the powers that be.

Though not identical, the facts of the arrest of Kevin and Ian Maxwell last Thursday are close to this fictional arrest for English comfort. Neither brother was handcuffed. But nor did they have McCoy's advantage of the arrest being a time and place agreed in advance, with lawyers present. In each case the arrests were early in the morning. But photographers and television cameramen were at the Maxwell brothers' homes as well as outside the court.

In the novel, the police and the Bronx district attorney had a political interest in inciting newspapers and television to give the McCoy arrest maximum coverage. American rules on pre-trial publicity are less strict than in Britain. Yet the Maxwell case has stimulated a vigorous correspondence in this newspaper, most of it critical of the Serious Fraud Office. The Maxwell brothers had stated their innocence more than once, and the SFO's evidence that the call to the police was to the aftermath of the robbery of their jewellers' shop in New York by Mr Rabin's kidnappers was almost negligible. The SFO's evidence that the call to the police was to the aftermath of the robbery of their jewellers' shop in New York by Mr Rabin's kidnappers was almost negligible.

What is more worrying, for instance because it might be of use to a defendant in pleading prejudice and thus escaping justice, is the public impact of this ritual of dawn-arrest-with-cameras. It seems to imply that, irrespective of the processes of the law, the Maxwell brothers in real life — as Sherman McCoy in fiction — deserve to be humiliated. That cannot be squared with the rule in common law that whether a jury is likely to be influenced or not, every defendant is innocent until proved guilty — and must be treated that way.

## FUDGE IN THE AIR

This week's Luxembourg agreement on liberalisation of air travel within Europe gave transport secretary John MacGregor a heady moment and the praise of the prime minister. It could turn out to be a Pyrrhic victory. The new transport secretary had apparently 'pulled off' the impossible by persuading other European nations, long accustomed to protect their state-owned airlines, to face up to real competition from Britain's highly efficient, privately owned airline industry.

Within months, it is claimed, fares will tumble, choice will increase and services will improve. At last, after years of false dawns and cruelly raised hopes, Europe's skies will be free from the bureaucracy that had shot down attempts to give air passengers what they want. On the face of it, airlines will now be able to fly where they want, when they want, and to charge what they want.

As the final documents are distributed and scrutinised, it is apparent that the French — backed by practised Germans, Spanish, Italians and Greeks — have slipped into the accord a whole string of "safeguards". These give illiberal governments the power to block any attempts by foreigners, alias Britain and Holland, to compete with their own airlines. The agreement provides little of real value in practice and had almost no impact on fares. Despite the political "spin", this agreement may meet a similar fate. The fact that agreement was reached at all has more to do with Europe's need to show that, united, it can do something of real value for the consumer, and to calm down some of the anti-Maastricht clamour. The French, especially, have years of experience in exploiting the small print of European agreements on airlines. They have succeeded in out-maneuvering Britain yet again.

French farmers have shown that they have little intention of abiding by the letter or the spirit of European agreements. And that is when their government is notionally on the side of reform. In this case, the French government, and its air cartel allies do not support the reform. What hope for a free market in the air against such odds?

declared in *The Times* on Monday that his policy and that of the City of London police was to keep arrests confidential until after they had been carried out. He was satisfied nobody had been tipped off in the Maxwell cases. Others have not been convinced by Mr Staples' assurances. They point out that the gathering of the press outside the Maxwell homes was larger than, and earlier than, the usual daily dose of press attention.

There was a leak, in this and other cases. Mr Staples is being naive not to realise it. Yesterday Lord Spens, a recent defendant in a well-publicised case, told how he had been tipped off by a journalist before his arrest in 1988. The giving of tip-offs and background information to the press on such occasions was, he suggested, almost routine.

The laws against prejudicial publicity before a criminal trial in Britain are rigorous and appear to have been observed during the Maxwell arrests. Publicity given to an arrest does not in itself unbalance the scales of justice. Pre-arrest publicity would clearly do so but only if news of an impending arrest might lead to defendants absconding, interfering with witnesses or tampering with evidence. There appears to have been no danger of this here.

What is more worrying, for instance because it might be of use to a defendant in pleading prejudice and thus escaping justice, is the public impact of this ritual of dawn-arrest-with-cameras. It seems to imply that, irrespective of the processes of the law, the Maxwell brothers in real life — as Sherman McCoy in fiction — deserve to be humiliated. That cannot be squared with the rule in common law that whether a jury is likely to be influenced or not, every defendant is innocent until proved guilty — and must be treated that way.

## Cleaning windows

From Mr Paul Fifoot

Sir, Your diarist's "brief cult of history books" (June 22) was too brief. There may be some doubt as to the date of the death of St Wenceslas, but Rudolph II had been dead six years by the time of the defenestration of Prague and the unfortunate defenestrated, von Martinitz and Slavata, were Catholic not Protestants.

Yours faithfully,  
PAUL FIFOOT,  
Zebra, Lynwood Avenue,  
Epsom, Surrey.

June 22.

## Right of appeal over granting of bail

From Mr J. R. Spencer

Sir, The case of Andrew Hagans (report, June 11), who raped and murdered after magistrates had bailed him despite strenuous police objections based on the fact that he was obviously dangerous, is deeply shocking.

It has led, understandably, to fierce criticism of the bench who freed him, and calls for new limits on the magistrates' powers to bail. You even report an MP as saying that magistrates should no longer be able to bail suspects where the police object.

But the problem is not that the law

## Market forces versus the moral issue in pay restraint

1 Pennington Street, London E1 9XN Telephone 071-782 5000

be put in every minister's "most urgent" papers.

What is so remarkable is the fact that the pay of judges, senior civil servants and military officers should be bracketed together. They have nothing in common.

Why not give them an annual rise in line with inflation? That would also be by far the best example to the private sector.

Yours faithfully,  
GEOFFREY CRANKSHAW,  
9 The Avenue,  
Ickenham, Middlesex.

From Mr Ashley Mote

Sir, If Mr Major wants market forces to prevail in the civil service he might consider inviting applications at present rates of pay from some of the many thousands of highly experienced, capable former executives, managers, directors and entrepreneurs who have found themselves prematurely and frustratingly on the scrap-heap of unemployment during this pernicious slump.

Yours etc,  
ASHLEY MOTE,  
Overdean Court, Dippenhall,  
Farnham, Surrey.

June 23.

From Mr Peter Fitzgibbon

Sir, In the wake of the future over the huge pay increases our "captains of industry" have been awarding themselves it is hard to understand how our captains of bureaucracy can even contemplate a 30 per cent pay increase.

The failure of our present government to curtail such abuse seems scant ground for seeking parity: salary reductions seem more appropriate.

Yours faithfully,  
P. FITZGIBBON,  
11 St Johns Place,  
Canterbury, Kent.

June 24.

enables magistrates to grant bail against police objections: we would be a police state if they could not.

The trouble is that there is no appeal to a higher court if their decision is mistaken — as it must be sometimes. As the law stands the defence has three ways of challenging a bail refusal, the prosecution none.

Before anyone says that a prosecution appeal against a grant of bail would be an unthinkable contradiction of the basic principles of British justice, I advise them to look at the Criminal Procedure (Scotland) Act 1975, s.3(2), which is as follows:

Where an application for bail is granted by any sheriff... the public prosecutor, if dissatisfied with the decision allowing bail... may appeal to the High Court, and the

applicant shall not be liberated until the appeal by the prosecutor is disposed of.

The prosecutor who appeals has 72 hours to get the case before the court, failing which the defendant is let out pending the appeal.

Rejecting a call for an official enquiry, the Home Office minister said (report, June 20): "Steps have already been taken and others are in train to reduce the risk of such incidents occurring again." It is hard to see what steps other than a prosecution appeal are likely to have this effect.

Yours faithfully,  
J. R. SPENCER  
(Reader in Common Law,  
Selwyn College, Cambridge.)

June 22.

From Mr Jeremy Richardson

Sir, I read the letters (June 24) from Lord Spens and Mr Jonathan Goldberg, QC, with interest. I am left in no doubt from my own professional experience as solicitor for Lester Piggott and other celebrities in the racing industry that members of the police are, as Mr Jonathan Caplan, QC, put it (letter, June 20) "tipping off the media".

Indeed, I have reason to believe — but of course cannot prove — that on occasions they go further in that clients have been "detained" at a police station without charge and released, coincidentally or otherwise, to face a flashback.

Yours faithfully,  
J. RICHARDSON (partner),  
Taylor Vinters (solicitors),  
Lushington House, 119 High Street,  
Newmarket, Suffolk.

June 24.

## Seasprites?

From Mr James M. B. Burn

Sir, If Marjorie Robb was the last survivor of the 1912 sinking of the *Titanic*, as you report on June 15 (dateline Boston), who are the three splendid ladies featured in your edition of June 16 sharing their memories and sorrows with Michael Hornsby — not to mention the other nine survivors "believed to be alive in other parts of the world"?

Yours faithfully,  
JAMES M. B. BURN,  
White House, The Frenches,  
East Wellow,  
Romsey, Hampshire.

June 16.

## Aids relief centre

From Mr Christopher Spence

Sir,

Hugh David (in the pink", Saturday Review, June 13) was wrong to describe London Lighthouse as a "privately funded Aids hospice" established by the gay community to "care for its own particular needs".

Two previous liberalisation packages, both of which were acclaimed as British victory against European intransigence, produced little of real value in practice and had almost no impact on fares. Despite the political "spin", this agreement may meet a similar fate. The fact that agreement was reached at all has more to do with Europe's need to show that, united, it can do something of real value for the consumer, and to calm down some of the anti-Maastricht clamour. The French, especially, have years of experience in exploiting the small print of European agreements on airlines. They have succeeded in out-maneuvering Britain yet again.

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## COURT CIRCULAR

### PALACE OF HOLYROODHOUSE

June 24: The Queen, Colonel-in-Chief, accompanied by The Duke of Edinburgh, today reviewed the Scots Guards to mark the 350th Anniversary of the Regiment, commanded in parade by Brigadier M.I.E. Scott (Regimental Lieutenant Colonel) at Holyrood Park.

Her Majesty was received by The Duke of Kent (Colonel, Scots Guards) and Her Majesty's Lord-Lieutenant for the City of Edinburgh (Mr Norman Irons, the Rt Hon The Lord Provost).

The Countess of Airlie, the Earl of Airlie, KT, the Rt Hon Robert Fellowes and Lieutenant Colonel Blair Stewart-Wilson were in attendance.

The Queen and The Duke of Edinburgh gave a dinner party at the Palace of Holyroodhouse.

The following had the honour of being invited: The Secretary of State for Scotland (Mr Michael Gray), Captain and Mrs Rodick Stirling of Faifburgh; the Lord and Lady MacKay of Ardmochish; Air Vice-Marshal and Mrs Allan Blackley; Mr and Mrs James Hamm; Mr and Mrs Colin Sampson; Mr and Mrs John Deans; Mr and Mrs George Borthwick; Mr and Mrs Richard Gregory; Professor and Mrs John Hillman; Professor and Mrs Maxwell Irvine; Mrs John McFadden; Sheriff Principal and Mrs Gordon Nicholson; Mr and Mrs John Ross.

The Duke of Edinburgh attended a Luncheon held by the Scots Guards following their 350th Anniversary Parade at the Palace of Holyroodhouse.

His Royal Highness this afternoon visited the Museum of Scotland, Chambers Street, to preview the forthcoming exhibition "World in our Hands".

Lieutenant Commander Malcolm Sillars, RN, and Wing Commander Christopher Moran, RAF, were in attendance.

**BUCKINGHAM PALACE**

June 24: The Princess Royal, President, British Knitting and Clothing Export Council, this morning visited Ballantyne Castings Company Limited, Caversham Mills, Maidenhead, and was received by Her Majesty's Lord-Lieutenant for Tweeddale (Lieutenant Colonel Aiden Sprot of Haystoun).

Her Royal Highness subsequently visited Lochcarron of Scotland, Waverley Mill, Galashiels, and was received by Her Majesty's Lord-Lieutenant for Roxburgh, Ettrick and Lauderdale (the Duke of Buccleuch and Queensberry, KT).

The Princess Royal, Patron, the Animal Diseases Research and Grass Sickness Fund, this afternoon visited the Moreton Research Institute, 408 Gilmerton Road, and was received by Mr J. H. (Deputy Lieutenant of Edinburgh).

Miss David Bowes Lyon was in attendance.

Her Royal Highness, Colonel-in-Chief, the Royal Scots (the Royal Regiment), and Patron, the Royal Scots Club and the Flying Scots Club, then visited the Club at 30 Abercromby Place, Edinburgh.

Mr Charles Ritchie was in attendance.

### CLARENCE HOUSE

June 24: Queen Elizabeth The Queen Mother this afternoon opened St Mary's Close, Barnard Castle, restored by the Teesdale Buildings Preservation Trust.

Dame Frances Campbell-Preston and Sir Alastair Aird were in attendance.

### KENSINGTON PALACE

June 24: The Duchess of Gloucester today visited Royal Air Force Northolt, Ruislip, Middlesex.

The Duke and Duchess of Gloucester were present at a Musical Evening given by the Ambassador of the Russian Federation (His Excellency Mr Boris Pankin) and Mrs Pankin at 13, Kensington Palace Gardens, London W8.

Mr Howard Page was in attendance.

### YORK HOUSE ST JAMES'S PALACE

June 24: The Duke of Kent, Grand Master of the United Grand Lodge of England, this afternoon attended a Service of Thanksgiving at St Paul's Cathedral, London EC2.

Lieutenant Commander Sir Richard Buckley, RN, was in attendance.

### HIS ROYAL HIGHNESS, PRESIDENT, SCOTTISH BUSINESS IN THE COMMUNITY

launched the Scottish Environment and Business Initiative and the Forth Valley Enterprise Education Business Partnership at Stirling Castle.

The Prince of Wales this afternoon visited Fort William and was received by Her Majesty's Lord-Lieutenant for Inverness.

### Today's royal engagements

The Queen will give a reception at the Palace of Holyroodhouse at noon for delegates to the Commonwealth Press Union conference.

The Duke of Edinburgh, patron and trustee, will attend receptions at the Palace of Holyroodhouse at 11.30 and at 3.00 for young people who have reached the gold standard in the Duke of Edinburgh's award.

Queen Elizabeth The Queen Mother will visit the Bowes Museum, Barnard Castle, at 4.45 to mark its centenary.

The Prince of Wales will open the new childcare facility in Falkirk, Stirlingshire, at 10.15; will visit Stratharrow Hospice, Randolph Hill, Denny, at 11.00; will open

### THE SCOTTISH WOOL CENTRE

the Scottish Wool Centre, Aboyne, at 1.50; and will visit Robert L. Fleming, Seabear factory, Perth Road, Dundee, at 3.35.

### THE DUKE OF GLOUCESTER, AS PATRON OF THE INTERNATIONAL COUNCIL ON MIGRATION AND SIZES

will attend the annual meeting at Westminster Central Hall at 2.10.

### THE DUKE OF KENT, AS TRUSTEE OF THE SCIENCE MUSEUM

will attend a reception at St James's Palace at 6.30 to launch the Corporate Partnership Scheme.

### THE DUCHESS OF KENT WILL PRESENT THE BT/CHILDLINE AWARD FOR SERVICES TO CHILDREN AT THE HYATT CARLTON TOWER HOTEL AT 11.00

Mr Richard Warburton was in attendance.

### Salters' Company

The following have been elected officers of the Salters' Company for the ensuing year: Master, the Ven F.W. Weston, Upper Warden, Lord Porter of Luddenham; OM; Second Warden, Mr J.R.S. Homan.

**Royal Society**

The following have been elected foreign members: Paul Berg, and Luigi Cavalli-Sforza of Stanford University, USA; Masao Ito of the Rikagaku Kenkyusho Institute for Physical and Chemical Research, Japan.

**Telephone 071 481 4000**

### Lieutenant Commander Lachlan Mackintosh of Mackintosh.

His Royal Highness Patron, Macmillan Nurse Appeal, attended the launch of the Highland Macmillan Project at Bellford Hospital, Fort William.

Finally The Prince of Wales launched the Highland Birchwood Scheme at Glen Roy.

Miss Belinda Harley and Commander Richard Ayard, RN, were in attendance.

The Princess of Wales today visited Hull and was received by Her Majesty's Lord-Lieutenant for Humberside (Mr Anthony Bettell).

Her Royal Highness, Patron, the North Humberstone RELATE Centre this morning, at 1 Charlotte Street, W1.

Dove House Hospice, Chamberlain Road, this afternoon.

Finally Her Royal Highness opened F. Smale and Son (Fish Merchants) Limited at West Dock, Edinburgh.

Captain Edward Musto, RM, was in attendance.

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### Finders of Tutankhamun had to dismember mummy



Moving picture: a portrait of Dame Peggy Ashcroft in Venice by Walter Sickert being hung in the Tate Gallery, London, yesterday. The portrait, painted in 1934-5, was bequeathed to the gallery by the actress who died last year

## Archaeology

### Finders of Tutankhamun had to dismember mummy

BY NORMAN HAMMOND, ARCHAEOLOGY CORRESPONDENT

#### TUTANKHAMUN'S

mummy was totally dismembered shortly after it was found, according to an American magazine. The mummy was cut up to remove its jewellery and to extract it from the golden inner coffin. It was then reassembled in a sand tray for photographs.

Although some of the details of what Dennis Forbes, an American Egyptologist, calls "Abusing Pharaoh" have been known to some specialists for years, the extent of the dismemberment has come as a surprise.

One revelation that has remained unpublished, even after re-examination of the mummy in 1968 and subsequent photography a decade later, is that the young king's penis is now missing. The member is clearly visible in the official photograph taken by Harry Burton in 1925, but had vanished when Professor George Harrison of Liverpool University was allowed to X-ray the remains in 1968.

"It has to be surmised that

someone snipped off the mummified member before Tutankhamun was reinterred shortly after it was found, according to an American magazine.

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"It has to be surmised that

removal of the 11 gold bracelets they bore.

The penis and legs had been removed separately to help to free the upper trunk from the resin that glued it to the coffin floor, and the legs were then separated at the hip, knee and ankle joints to reveal the ends of the long bones, and thus determine the king's age at death.

The front of the rib cage

was already missing, apparently removed during embalming. Mr Forbes suggests that this is because the ribs had been damaged at the time of death, and surmises that he was killed while hunting.

Such a scenario challenges other explanations of the pharaoh's death such as assassination by either Ay or Horemheb, his successors. Unless unexpected documentary evidence shows up, however, this, like so many other aspects of Tutankhamun's reign, will remain unproven.

Source: K.M.T. 3 No. 1:58-67.

Mr Forbes says that according to Thomas Hoving of the Metropolitan Museum in New York, Tutankhamun was also found wearing a gold penis sheath, but that Howard Carter, who excavated the tomb, does not mention it in his report. Since several items from the tomb are known to have gone missing, this may have been another souvenir.

During the examination of the mummy in 1925 Tutankhamun's head was severed from his trunk to get it out of the coffin and golden mask over the face, destroying part of the neck in the process. The torso was cut in half, the arms and legs removed, and the forearms amputated to allow

removal of the 11 gold bracelets they bore.

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Horemheb, his successors. Unless unexpected documentary evidence shows



# Glum names join ranks of walking wounded

The mood at Lloyds annual meeting yesterday was one of near despair — not so much a lion's den as a sheep's pen. Among the names present was Harriet Crawley, who lost £55,000, modest by other people's standards

IT WAS impossible not to feel admiration for David Coleridge, the beleaguered chairman of Lloyds as he stood on his feet, sweat glistening on his troubled brow for six hours.

We, the walking wounded, were out in force. Outside Richard Rogers' phantasmagorical building a humurous bankrupt name stood beside his penny farthing passing the bar while another impoverished Lloyds member, a feather stuck in his straw boater, marched in a sandwich board advertising a restaurant for lunch.

Forget about lunch. This was the longest and the largest annual general meeting in Lloyds history. Over 3,000 names packed the vast trading floor and spilled upwards into four galleries. In glam

£650,000. Mr John Harris on all five excess loss syndicates and £500,000 the poorer. The pensioner who is down literally to his last cufflink which he brandished in front of the chairman.

The general feeling among most distressed names was that the chairman offered only crumbs of comfort. The central levy for hardship cases, the new stock loss to cap excessive loss, the recommendations of the task force and the independent enquiry into certain suspect syndicates will provide too little help too late.

"Trade through your losses," was the chairman's advice. Weary names shuffled forward to the microphone and asked, "How? My losses are so great that I now fall below the necessary means required to stay in Lloyds. I shall be forced to resign and to give up any hope of making back any money."

In my own case, I have resigned but I am 'trapped' by open years where a syndicate cannot finalise its accounts because of litigation over losses. My deposit, a bank guarantee against my only flat is now 'frozen' until these years close. I can just meet this year's losses, modest by other people's standards a mere £55,000, but next year I face the same again and no one can tell me how much I could lose through my open years nor indeed for how long. When I pressed my underwriting agent he told me to think in terms of a decade.

Caveat Emptor of course I kick myself for joining a society that must be the worst risk going but in the early eighties it all looked so safe and so cheap — no need to put up any money, just your risk.

Pressed on what went wrong David Coleridge wearily insisted that catastrophes were unprecedented. At times the chairman seemed a broken man. He has received hate mail by the bucket-load. He is rung up in the middle of the night, by whom he would not say. He looks forward to the end of his chairmanship



Dame Joan Sutherland, the Australian opera singer who retired recently, arriving at the Sheldonian Theatre yesterday where she received an honorary degree from Oxford University

## The lament of Lloyd's judgment day

Continued from page 1

alternative to litigation." Mr Coleridge had explained that more than a third of the market's loss was accounted for by the results of just five syndicates.

Four of these were managed by two agents, Feitman and Goode Walker. Mr Doll-Steinberg had his money with Goode Walker, which has now ceased to trade.

He and his fellow out-of-pocket Goode Walker names have lost more than £1.2 bil-

lion. "We feel most, if not all, of that has been brought about by improper business and malpractice. We aim to get all of its back. We'll be suing agents, brokers, auditors.

As Mr Doll-Steinberg walked off down the street a couple of Lloyd's workers poked their noses into my notepad and one snapped:

"He's been a name for 17 years. Ask what his profits have been." Jennifer Grossman, who was accompanying

her father Andrew, an American lawyer, said that she could be kicked out of her home in Chiswick, west London, any day.

"My father became a name in 1988. He could be liable for several hundred thousand pounds. He would be bankrupted twice over if he had to meet all my debts," she said.

Alan Price came from Battersea, southwest London, on a penny-farthing bicycle, the only transport that he could afford. He said: "My wife has

divorced me. I have had to take my children out of public school and I have had to sell my Ferrari."

In the Lloyd's shop at the base of the building, they were still selling three-decagram sets for £1,089.12. Silver-plated coasters were on offer at half price for £13.50 a set. It was the closest thing to a bargain in Lime Street.

'Appalling' loss, page 19  
Coleridge show, page 19  
Comment, page 23

Comment, page 23

## Political sketch

### Joseph revives sterile debate

In the summer of 1974, Sir Keith Joseph MP made a speech which effectively ended his hopes of leading the Conservative party. Yesterday in the Upper Chamber, nearly two decades later, his voice quavering a little with age, Lord Joseph returned to the theme: rather sadder, infinitely more tentative, yet still insistent, still sure it mattered, still with that moral and intellectual courage which mark him as author of the Thatcherism she never understood.

As usual, the debate he hoped to provoke hardly got going. As usual, his speech was ponderous and awkward. As usual, he was careless how his words might be twisted and what sniggers they might provoke. As usual, he found few minds among his audience to engage with his. The occasion brought him full circle.

You may remember that first speech in 1974. Joseph drew attention to what he saw as a dangerous birth rate among parents least likely to bring up children properly. Within hours his enemies were representing this as a call for mass sterilisation. Though he went on to deliver the Tory leadership to Mrs Thatcher and become industry secretary and education secretary in her government, he never really recovered.

Lord Joseph's speech yesterday was short-titled "the importance of the way parents bring up their children". To hear it, your sketchwriter waited first through the Lord's question time. For those of us educated to believe that in the Upper Chamber fine minds ponder the welfare of the nation, it is useful to be reminded how mediocre the place is, and how seldom anything fresh or potent emerges there.

A minister who looked like the younger Buddy Holly and was apparently a hereditary peer succeeded — which is more than some of them do — in finding and reading the right civil service answers to questions that several elderly peers raised about student grants.

Lord Forester told the Earl Howe, agriculture spokesman, that "the seasons roll on and nothing will stop them" (how Mrs Thatcher, who detests platitude and defied the seasons, is going to hate this place!). And Lord Grim-

mond asked whether "subsidisation" if Orkney cheeses are now banned from wooden shelves by the EC? The Earl Howe did not know.

Then came Keith Joseph. The whole tone changed. As an oration it was largely ineffective, yet the thoughts within it transcended the tawdry gilt and leather of the Chamber. He did not shrink from using the word: love within a family, he said, should be unequalled and discipline firm. He did not try (as even a Tory minister would) to weasel his way round the blindingly obvious truth that it is harder to raise children properly with only one parent. He said that day care was no panacea, and, unless good — which meant expensive — might harm a child's capacity to mature. Then, tackling head-on the dilemma on which Mrs Thatcher was always so evasive, he said that it was often better if a parent could stay at home. Taxation should be changed to encourage such parents. Voluntary bodies, like Homestart, could help them.

Now Lord Joseph approached, again, the rock on which he wrecked his career. Family problems could be found in every social class, he said, but were more common among the less privileged. "Careless procreation" was not to be encouraged. Young women should be discouraged from seeing "childbirth as their only fulfilment". We should not shrug shoulders at "young men who breed irresponsibly". A key to this was stigma.

Stigma. That was what he said, referring honestly and by name to a concept central to Western moral reasoning: a psychological breakwater behind which half a century of flabby liberalism has sheltered while turning its eyes from the sea. What the neighbours say should matter, he explained. It is a measure of the abject level of English jurisprudence that the sentiments sounded so odd.

For Labour, the Baroness Blackstone read a speech about the level of child benefit, completely missing the point. Keith Joseph looked, as he always has, disappointed. Lady Blackstone had brought us back to the red leather, gold leaf, and endevour.

MATTHEW PARRIS



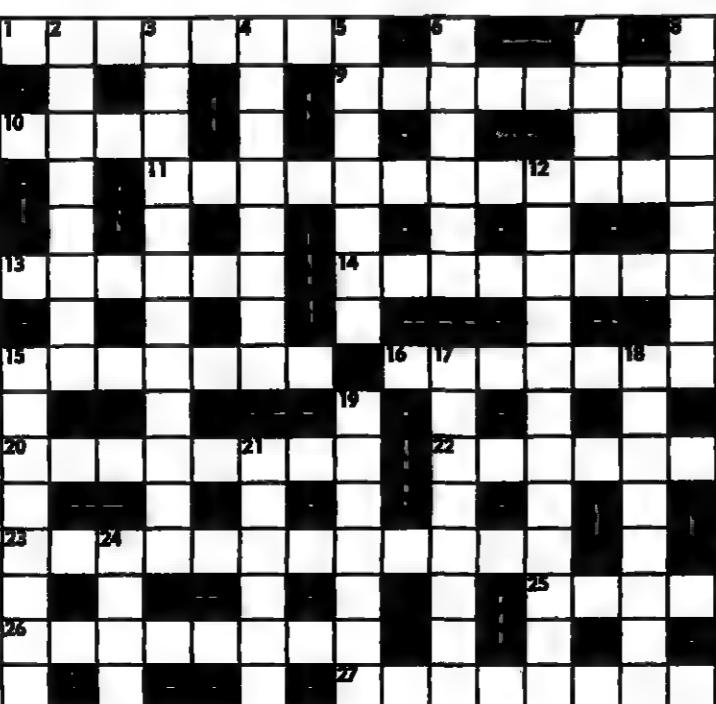
Crawley: can only just meet this year's losses

silence we listened to David Coleridge tell us what we already knew: the worst losses ever recorded at Lloyds, in excess of £2 billion for 1991, a third of which is borne by five excess loss syndicates.

Speaking on a rostrum beneath the Lloyds crest and motto "Fidelity", David Coleridge looked forward to a better future. For five hours names forced his attention to the nightmare of the present although the fact that so many have been bled white may have explained the low key mood, the near despair. "Not a lion's den," said one name, "a sheep's pen."

In muted voices the tales of woe were horrific. Alan Navrahil, a farmer who lost

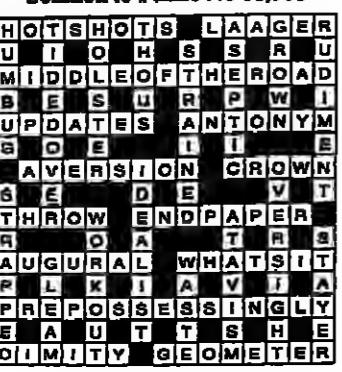
### THE TIMES CROSSWORD NO 18,954



ACROSS

- 1 Quiet walks to a scene of carnage (8).
- 2 A knock about comedy is 1 (8).
- 10 Watch out for the hole (4).
- 11 In 3, you start to speak and fail many times over (12).
- 13 You won't win a game here until you're past forty (6).
- 14 No flag, no waving banner (8).
- 15 Eating, runs off feeling sick (7).
- 16 Extra on the bill for the Irish Times? (7).
- 20 Hard for the French soldier to follow order in Sudanese battle (8).
- 22 Prepare to play melody louder (4,2).
- 23 Prank at Highland gathering, some say, gets the bird (12).

Solution to Puzzle No 18,953



DOWN

- 2 Lead the others in poll support (4-4).
- 3 Friends found here in restaurant, say, after start of meal (7-5).
- 4 Car stops short in middle of France (8).
- 5 Food in the States swallowed by wise guy (7).
- 6 Collide awkwardly with girl in study (6).
- 7 Tramp's ferret gets duck (4).
- 8 Table of belief (8).
- 12 Unfeigned anger at king's gift (12).
- 15 Abolish spirits, or cut duty (8).
- 17 Wrongly calculated number of pupils — do better? (8).
- 18 Allowed to follow Lancaster's challenge (8).
- 19 One who knows the secret of pub drink, we're told (7).
- 21 Knock-out draught taken as a joke (6).
- 24 Stone — hard part of fruit (4).

Concise Crossword, page 21  
Life & Times section

By Philip Howard

**HARUSPEX**  
a. A forecaster or polisher  
b. A Viking harp  
c. A lorgnette

**EPITOMISTIC**  
a. Worshipping totems

b. The school of Thomas Aquinas

c. Tenuously cogent

**VISCID**  
a. A Yiddish whizkid  
b. Gooey  
c. Knowing about sin

**BLISSOM**  
a. An annual blossom

b. In heat or rutting

c. A catarrhal boil

Answers on page 16

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North-east England 744  
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Clue: A PS/2 is the cutting edge (3,3).

ANSWER: Top Secret



Today's pollen count forecast is  
**HIGH**  
**SELDANE**  
A major advance in hayfever treatment.

**WEATHER**

England and Wales will have a cloudy start but sunny intervals will develop with a risk of showers in the south and southeast in the afternoon. Most of Scotland will be cloudy with outbreaks of rain. Drizzle over southern Scotland and Northern Ireland at first will give way to a bright and dry afternoon. Northern parts will be cool, and sheltered southern areas warm. Outlook: outbreaks of rain in the north; sunny periods elsewhere. Dry and warm in the south.

**WINDS**

**AA**



# Lasmo cuts Ultramar issue target

By GEORGE SIVELL

LASMO revealed yesterday that it had reduced the amount it expected to raise from the flotation of Ultramar Corporation from a maximum of \$693 million to between \$495 million and \$561 million.

The oil group said the flotation was expected soon but could give no indication of timing. Marketing, by the American bank Goldman Sachs, continues. The bank said there would be a further announcement when it was in a position to make one.

The shares, which fell 15p to 172p on Tuesday because of fears that the issue would, like GPA's last week, be withdrawn altogether, steadied. They ended unchanged at 172p, against 245p on the day the Takeover Panel asked Lasmo to clarify statements on the sale of Ultramar's downstream assets.

Ultramar's defence was weakened, however, by the resignation of three directors, including John Darby, the chairman, and Lord Remnant, the deputy chairman.

Goldman Sachs was also one of the advisers to the flotation of GPA, which was pulled last week, upsetting market sentiment. Wellcome, the pharmaceuticals group, and its advisers, must also make a decision soon on the size of a current shares offer.

Tempus, page 22

Confident outlook: Bill Pybus, the chairman of AAH

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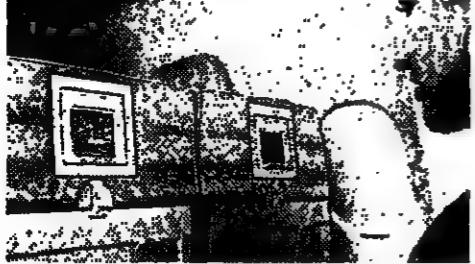
Middle East

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Far East



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# AAH outgrows effects of recession

By PHILIP PANGALOS

BILL Pybus, the chairman of AAH Holdings, is confident about prospects after increased contributions from healthcare and environmental services boosted full year profits at the healthcare and distribution group.

Organic growth and acquisitions helped AAH, which claims to be the United Kingdom's largest pharmaceutical products wholesaler, slightly ahead of UniChem, its pre-tax profits by 12.2 per cent to £32.2 million in the year to end-March. Gross turnover advanced 17.3 per cent to £1.32 billion, despite difficult trading conditions.

"In the appalling conditions we had to face this is a good result. The current year has started very much in the same mould," Mr Pybus said.

The withdrawal of Medicopharma, the Dutch pharmaceuticals competitor, allowed AAH to buy three of its distribution warehouses and increase market share. However, the monopolies commission recommended a "minor investment" in Aberdeen after fears that competition could be harmed in Scotland. Mr Pybus does not expect any significant adverse effects as a result, with the Aberdeen operation accounting for only 2 per cent of the region's sales. "It is just a pin-prick," he said.

Trading profits from the healthcare services division rose 19 per cent to £26.7 million, on sales ahead 20 per cent to £1.11 billion, accounting for 84 per cent of group turnover. Some £61 million of total sales related to Glaxo products, which were handled on an agency basis for a distribution fee. The division, which accounts for 73.8 per

cent of profits, was also boosted by first time contributions from retail pharmacies acquired during the year. Total retail units number 160, after 40 units were added last year.

Mr Pybus expects further growth at the division. "We expect more of the same; the market is still expanding at about 11 per cent a year."

Successful tenders for local authority land maintenance and waste management contracts, and last October's acquisition of Charlesplant, the refuse collection to land maintenance company, helped environmental services profits rise 19 per cent to £4.3 million, on sales up 48 per cent to £50.6 million.

Other areas were not so buoyant, affected by "the appalling conditions". Builders supplies profits dipped to £2.6 million (£3.7 million), on sales down 6 per cent to £77.3 million, while depressed electrical products and housewares markets are blamed for a £200,000 dip in profits to £2 million, on sales down to £68.7 million (£69.5 million). Distribution services profits fell to £600,000 (£1 million), on sales 15 per cent lower at £12.1 million.

Despite increased calls on working capital, the interest charge fell slightly to £4 million (£4.2 million), with interest covered 9.1 times, against 7.8 times previously.

The final dividend is being raised to 10.95p (9.9p) a share, giving 16.35p (14.85p) a share for the year. Earnings average 1.5 per cent of sales, which were down from £66.04 million to £59.59 million. The loss included a £3.88 million charge against property disposals. The total dividend is up to 3.75p from 6.5p, with a final payout of 2.25p (4.5p).

# Standard Chartered calls for arrests

STANDARD Chartered, the international banking group, has asked the Indian Criminal Bureau of Investigation to arrest nine men, including two former employees of the bank, which it claims were involved in the Bombay securities market scandal last month. Four of the men named in Standard's complaint have already been arrested.

The bank's criminal complaint is part of the procedure established by the Indian authorities to deal with alleged offenders in the scandal. A spokesman for Standard said the two former employees named in the complaint were dismissed last week.

# Southern Business up

SOUTHERN Business, a photocopier supplies group, raised pre-tax profits by a tenth to £7.1 million in the six months to March 31, on sales also up a tenth to £72.4 million. The interim dividend is 1.15p (1.03p). The shares rose 29.46p to 112p. The company said its debts amounted to just 55 per cent of shareholders' funds at the end of the half-year. It has signed a five-year agreement with Canon, its most important supplier, continuing a 15-year relationship.

# JLI boosts earnings

PRE-TAX profits of JLI Group, a food processor formerly known as Jack L Israel, rose from £2.32 million to £3.17 million in the year to March 31. Earnings per share were ahead from 8.0p to 9.3p. A final dividend of 3p (2.87p) makes a total of 4.5p, up from 4.3p. Two rights issues during the year raised a total of £20.7 million. Yoav Gottstein, chief executive, has been shifting the company away from distribution into higher-margin activities.

# Latham deeper in red

LOSSES at James Latham, a timber importer, rose from £83.000 to £612,000 before tax in the year to March 31. Christopher Latham, chairman, said it had been "a miserable year" and offered little hope of recovery. Bad debts averaged 1.5 per cent of sales, which were down from £66.04 million to £59.59 million. The loss included a £3.88 million charge against property disposals. The total dividend is up to 3.75p from 6.5p, with a final payout of 2.25p (4.5p).

# Arthur Lee advances

ARTHUR Lee, the steel and plastics group based in Sheffield, increased profits before tax from £23.800 to £604,000 in the half year to the end of March, despite a 13 per cent fall in turnover to £51.9 million. The rise in profits reflects cost-cutting action. Earnings rose from 1.05p a share to 1.28p, but the interim dividend is held at 1.65p. The balance sheet remained strong, with gearing still close to 25 per cent.

# Hoskyns pegs payout

HOSKYNNS Group, the computing services company in which Cap Gemini Sogefi of France has a 69.34 per cent stake, is maintaining its interim dividend at 0.75p despite a 35 per cent slide in pre-tax profits to £5.6 million in the six months to end-April. The group, one of the largest UK suppliers of computer services, blames continuing depressed conditions for a 7 per cent decline in turnover to £95.7 million. Earnings fell to 3.9p a share, from 6.4p last time.

# Bristol Water ahead

BRISTOL Water, the statutory water company in which Wesser Water has a stake, raised pre-tax profits by 76 per cent, to £5.24 million, in the year to March 31. It did so by means of cost-control and an efficiency programme. Sir John Wills, chairman, said Bristol's million customers were unlikely to face restrictions on water use this summer. A final dividend of 18.7p makes a total of 28p. Bristol is to raise prices this year by 7.3 per cent.

# Cassidy dividend rises

SHAREHOLDERS in Cassidy Brothers, the USM-listed toy manufacturer, will receive an increased dividend of 2.4p (1.5p) a share for the year, after an improved final payout of 1.65p (1.5p), following a 46.8 per cent jump in profits. The shares responded with a 12p rise to 78p. Cassidy increased pre-tax profits to £695,521 in the year to end-April (£473,923) as turnover ahead 11.1 per cent to £5.27 million. Earnings per share were 9.07p (4.32p) a share.

# Electrolux in AEG link

THE concentration process in the European white goods industry has taken another leap forward. Electrolux of Sweden, and AEG, Germany, have agreed to pool production of washing machines, tumble dryers and dishwashers, although the brands names will remain separate for the time being. Electrolux will take a 10 per cent share in AEG Haushaltsgeräte, which, in turn, will subscribe to debentures in Electrolux.

# EC farm deal fails to lift gloom from deadlocked Gatt talks

By WOLFGANG MÜNCHAU, EUROPEAN BUSINESS CORRESPONDENT

THE French trade minister, Dominique Strauss-Kahn, said that the deadlocked General Agreement on Tariffs and Trade (Gatt) negotiations have little chance of being resolved before the American presidential elections in the autumn.

M. Strauss-Kahn's comments, made in Paris, underline the growing pessimism over the present Uruguay Round of Gatt trade talks, which are now in their sixth year. Earlier in the week, a leading Gatt official had been quoted as saying that the talks were now "totally and utterly blocked", despite the recent agreement by EC farm ministers to cut farm subsidies.

This agreement was heralded at the time as a breakthrough, but it seems it has done little to quell American intransigence on the issue.

Helmut Kohl, the German chancellor and current president of the G7, also indicated earlier this week that no new Gatt initiative should be expected at next month's G7 summit in Munich. Dieter Vogel, the Chancellor's spokesman, said yesterday that Gatt would not feature at the summit because the issue was far too technical for the

elections in November out of the way, agreement may be politically easier to strike, although when France will have entered its own election campaign for the 1993 parliamentary elections.

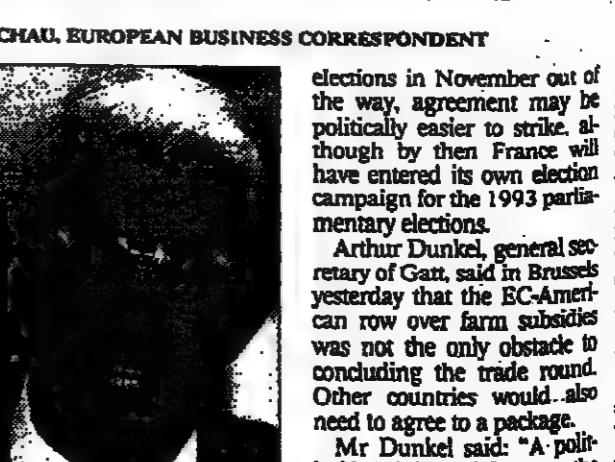
Arthur Dunkel, general secretary of Gatt, said in Brussels yesterday that the EC-American row over farm subsidies was not the only obstacle to concluding the trade round. Other countries would also need to agree to a package.

Mr Dunkel said: "A political breakthrough between the two majors will have to be multilateralised, and other hard issues settled. This will take some time."

John Kerin, the Australian trade minister, said in an interview that "it would be criminal" if the G7 countries were unable to sort out their dispute.

He was quoted as saying: "What is needed is a dose of political courage."

■ M. Strauss-Kahn said he expected a balanced trade account this year, after a deficit of Fr30 billion in 1991. During the first five months of the year, France has achieved a seasonally adjusted trade surplus of Fr17.9 billion.



Kerin: call for courage

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## Portfolio

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No Company Group Gain or Loss

No	Company	Group	Gain or Loss
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2	Storni Water	Water	
3	Life Sciences	Electrical	
4	Courtauld Text	Textiles	
5	Westpac	Banks/Dic	
6	Unipres	Chem. Plas	
7	Amersham	Chem. Plas	
8	Laird	Industrial	
9	Lon Sct Blk	Banks/Dic	
10	Hogg Robins	Drapery/Srs	
11	AAH	Industrial	
12	Lloyds	Banks/Dic	
13	Blethleaf Gp	Newspaper/Pub	
14	Nat Aust Blk	Banks/Dic	
15	Farnell Elec	Electrical	
16	Harmen Crsif	Industrial	
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18	Lex Service	Motors/Air	
19	BIOC	Electrical	
20	Yorkshire W	Water	
21	Pilk Pet	Oil/Gas	
22	Perkins Food	Foods	
23	Lee Arthur	Industrial	
24	Pipe Group	Drapery/Srs	
25	Severn Trent	Water	
26	Ocean Group	Transport	
27	Amalgamated	Industrial	
28	Erskine Hse	Industrial	
29	West Water	Water	
30	Smith WH A	Drapery/Srs	
31	Barlays	Banks/Dic	
32	Greensells Gp	Breweries	
33	Brent Chem	Chem. Plas	
34	McKeechne	Industrial	
35	Nutiments	Water	
36	Young A'	Breweries	
37	Anglian Water	Water	
38	Clayton Son	Industrial	
39	Pyra	Chem. Plas	
40	Wharman	Industrial	
41	Blue Circle	Building/Rds	
42	Wagon Ind	Industrial	
43	Chiever	Industrial	
44	Fins Leisure	Leisure	

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BANKS. DISCOUNT, HP

No	Company	Group	Price	Div	Net Yld	%	P/E
1	Abbey Natl	HP	103	5.1	2.9		
2	Barclays	HP	102	5.1	2.9		
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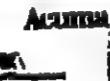
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For a more informal discussion, contact Bob Butler, Head of Monitoring Unit, (ext. 3320) or Stuart Bushell, Deputy Head of Monitoring Unit, (ext. 3383) on 0527 517 141.

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# ACCOUNTANCY TIMES

Robin Joyce asks whether property accounts give a true and fair view

## Property firms pick policies to match the size of their pockets

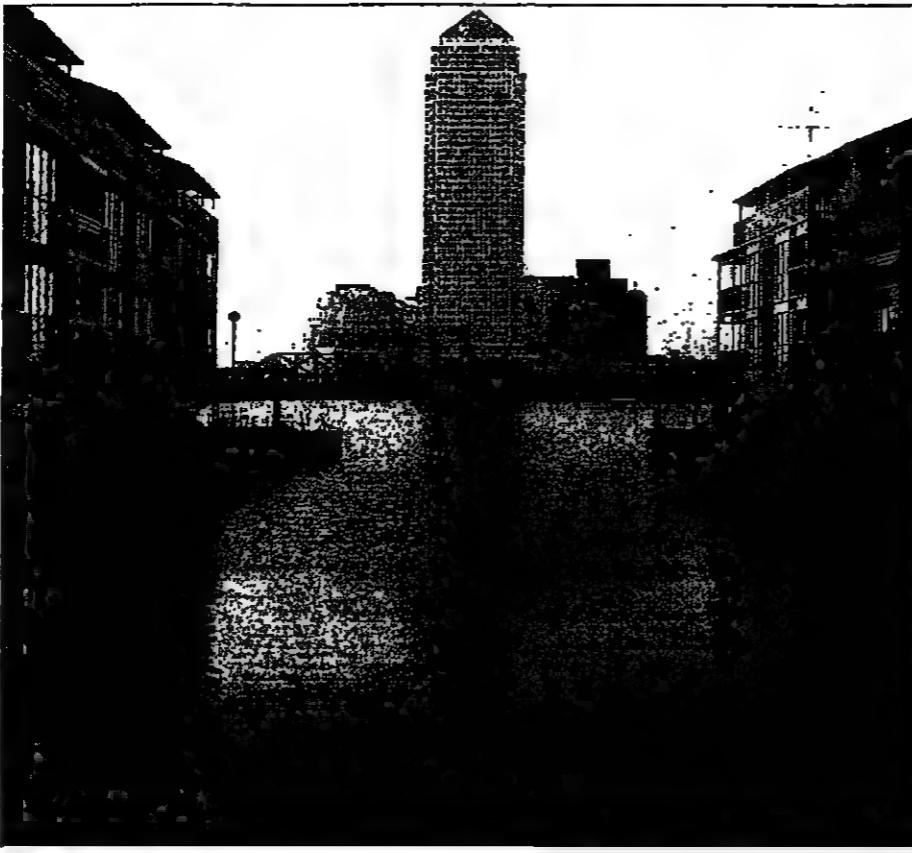
Olympia and York's recent financial problems will have prompted some UK property company shareholders and lenders to scan their accounts. They may need an interpreter. A true and fair view is extremely elastic, with property firms picking and choosing accountancy policies to suit current needs.

The company may be showing a profit, yet shareholders' funds have fallen. More than half of shareholders' funds can consist of the revaluation reserve. This represents the difference between the original cost of a building and its current "open market" value. Land Securities, Britain's largest quoted property company, reported a retained profit of £55.9 million in 1991. This took no account of the "deficit on valuation of properties", which cut £1.12 billion from the revaluation reserve, and thus shareholders' funds. The traditional view of the profit and loss account representing the difference between two balance sheets, is rarely reflected in property accounts.

High gearing is common place among property companies. UK bank lending to property companies multiplied from £2 billion in 1982 to £39 billion in 1992. This includes £17 billion from the big banks, added to the £11 billion lent to construction firms. So eager to lend to property companies were the banks, some contracted to receive a share of profits of various schemes. In America, it is called an "equity-kicker".

The security for bank lending is primarily the property's value. Many companies have increased borrowings based on rising property valuations in the boom years. If the valuations fall, some companies will be in breach of loan covenants, making their borrowings repayable on demand. This may precipitate a company's administration, receivership, or liquidation. Companies that sought refinancings to avoid this include Brent Walker, Heron and Speyhawk in the past year. Such refinancings normally involve higher interest rates and considerable fees to lenders and advisers.

Many highly-gearred companies resorted to off-balance sheet financing. Joint ventures, where companies take



Wharf dwarfed: letting London's Canary wharf has almost sunk Olympia and York

50 per cent or less, enable the investing firm to consolidate its share of profits and revaluation surplus, without needing to consolidate the accompanying borrowing within the joint venture, subject to ownership equalling or exceeding 20 per cent of the equity.

Rosehaugh Stanhope Developments is a such a venture, jointly owned by its eponymous parents, that has built Broadgate, in the City of London. Its assets exceed those of its parents combined. An alternative method involves selling a property to a "shell" company outside the group. The "shell" is a warehouse for property and loans. The developer can repurchase the property in future at a predetermined price.

Cash flow is the key to property companies. The purchase of property is followed by its development, or redevelopment. The outflows are then followed by rental income in a property investment company or income from sale in a property trading company. In

theory, the financial needs of investors companies should be more long-term than those of the traders. In practice, some investors are selling property due to illiquidity and some traders are letting property originally intended for sale, due to lack of buyers.

In 1987 and 1989 the Governor of the Bank of England signalled concern about the

level of bank lending on property. In 1990, the banks responded by curtailing new property loans. Property companies had to turn to shareholders in a state of rights issues in 1990 and 1991. Some issues were merely to survive rather than expand, through Sainsbury, Tesco and Argyll (Safeway) raised £1.5 billion. The profit and loss account of property companies must ensure rental income covers all outgoings including interest and stay sufficient to survive.

A key note in the accounts is the schedule of loan repayments. Once, when capital repayment became due, rolling it over into a new loan was standard. Today, it is less easy to refinance. About 20 per cent of big property firms have issued convertible bonds or loans, expecting holders to take the company's shares at the loan's expiry. With property company share prices languishing, many of these loans will not be converted into equity, and will need refinancing.

The profit and loss accounts of property companies lack con-

### The traditional view of profit and loss as the difference between two balance sheets is rarely reflected in accounts of property companies

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The profit and loss accounts of property companies lack con-

sistency in material respects. Payments of interest are written off as an expense in most industries, but many property developers treat it as an asset by capitalising it (Sainsbury adopts this approach). Most companies also capitalise other costs, including administrative overheads.

Such capitalisation varies radically from firm to firm. Land Securities capitalises neither. The profit and loss account is flattened by capitalisation, but the cash outflow is unchanged.

SSAP 19, the accounting standard, exempts investment properties from depreciation if ownership is freehold, or leasehold with more than 20 years to run. A wide range of accounting policies on depreciation are found in property accounts, some depreciating all buildings, some none.

Does the profit and loss account include profit or loss on property sales? If so, are they above the line or taken as extraordinary items? Again, practice varies. The attempted takeover of Frogmore Estates by Southend Property Holdings in 1991 saw Frogmore include the impact of property sales and Southend exclude it. Both had changed their policies in opposite directions in the previous two years.

Interim accounts and preliminary announcements are therefore of minimal value in the assessment of property companies. Balance sheets, cashflow statements and forecasts are needed and only to be found in the annual accounts.

Unravelling over-optimistic accounting policies can hit profits hard. Ladbrooke has written off £189 million in the last two years. 1991's £6.1 million comprised £4.2 million for non-capitalisation of interest and expenses, £5.5 million provision against dealing profits and £18.2 million provisions on revaluation surpluses of investment properties.

The Accounting Standards Board has not had time to standardise property company accounts. Until property companies produce straightforward accounts, widows and orphans should avoid them.

Robin Joyce is a management consultant and author of *£48 Billion at Risk? An Evaluation of the Accounting Policies of 78 Leading UK Property Companies*

## Fountain syndrome soon to strike again

LIFE is tough for accounting firms in the middle of the market. They are caught both conceptually and culturally between two extremes. They are tempted to ape the very largest multinational firms though their fee income shows that they are not remote in that league at all. The gap between the sixth largest UK firm, Arthur Andersen with £31 million of fees, and the seventh, Grant Thornton with £11.8 million, illustrates that.

But somehow they still try to believe they are in that league. In the late 1980s many of them moved into marbled halls which are now costing them dear. BDO Binder Hamlyn is reported to be paying £45 a sq ft at a time when their growth has gone into reverse. Many of them started bailing out flagging overseas links. Pannell Kerr Forster is reported to have poured an unwise £1.6 million into its American firm.

So it is small wonder that we are seeing the fallout. It was always going to be hard to maintain the right strategy for being in the middle. Some firms have got it more or less right. Grant Thornton will tell you how much it is appreciated by "owner-managed" companies. Stoy Hayward is firmly of the belief

that the family-run company has been neglected. Robson Rhodes believes in being "elite, innovative and highly skilled". But it is very hard for a partnership business to maintain a strategy, particularly if it requires tough measures to ensure that it succeeds. Too often when the downturn comes the loudest voice is that of the older partners suggesting that the innovations be put on hold. This is the point where protecting future pension rights counts for more than longer term strategy. Traditionally the way out has been a merger. There are enough of the largest firms, like Touche Ross, which have a policy of hoovering up a medium-sized firm with a few attractive clients every few years. But there is also an attraction in merging in the medium-sized sector itself. This was why Stoy Hayward, tenth in size with £58 million of fees, merged recently with Finnis, twentieth with fees of £14 million. Other similar mergers are likely to be announced in the coming weeks and months.

Some of these will work. Others will not. It will depend on why the strategy has been implemented. Finnis was clear about it. It put itself in the hands of a merger broker and asked him to find someone who wanted it. Personalities, even in such supposedly democratic structures as partnerships, count for much. Chris Benbow, Finnis' boss at the start of the merger process, has been spending more time with his family, as they say, since an early stage of the negotiations.

Equally the personally issue can crop up simply because a firm is feeling itself squeezed. Hence the sensational (even accountants can sometimes be sensational) exit of Chris Swinson, BDO Binder Hamlyn's national managing partner, last week.

There have been many merger rumours about Binders. At an eighth position in the league with fees of £14.4 million it is still profitable but under great pressure and based

been hard. Partners are notoriously reluctant to take a sizeable dip in earnings to run a programme of restructuring. The last throw at Spicer and Pugler, before it eventually headed down the road to being subsumed into Touche Ross, involved a cutting of partners' earnings from what, for the industry, had been a high level. At a momentous meeting they cracked out the proposals and their managing partner. And were doomed.

It could well be time to return to the sayings of Bill Mackay, the legendary, and now retired, insolvency partner with what was then Ernst and Whitney. He produced a famous list of signs of imminent corporate collapse.

These ran from corporate videos of chairmen getting out of helicopters to the simpler "fountain in the reception area". At one famous conference he brought the house down by pointing out that Spicers, then a venerable City firm, was moving to a spanking new office with a fountain in its reception area.

So pop down to Binder's reception area. Can you hear the sound of water jets frivoletously playing? Unfortunately the answer is yes, you can.

The author is Associate Editor of Accountancy Age.

ROBERT BRUCE



## Audit reforms are not enough

Prem Sikka, Tony Puxty, Christine Cooper and Hugh Willmott seek to plug the expectations gap

THE Companies Act requires auditors to state whether the financial statements show a "true and fair view" but they are silent on the auditor's duty to detect and report on material fraud, company efficiency, effectiveness and many other matters. Surveys have shown that the public expects the auditor to perform such watchdog functions but the professional bodies deny such obligations. Thus an "expectations gap" exists between what the auditors claim to be the objectives of an audit and what the general public understands an audit to be.

The "expectations gap" is not a new phenomenon. It has existed for more than a hundred years. The accountancy bodies have responded to it in a number of ways. Firstly, they claim that there is nothing wrong with the audit process and that the few cases receiving press attention are odd isolated problems. This response is unsatisfactory in view of the relatively closed nature of auditing firms. Their general standards of audit work are not visible. Their working papers are not accessible to either the public or any agency independent of the profession. Poor quality only comes to light when a big collapse occurs.

Secondly, the auditing profession responds by arguing that the current institutional arrangements for regulating auditors are the most appropriate and the belief that the meaning of social practices such as audit can be fixed around the profession's preferred meanings. Such an approach fails to appreciate that a society like ours is marked by numerous social divisions: between small and large businesses; financial and production sectors; large and small accountancy firms; the interests of directors, auditors, investors, employees, pension funds and their members. In such an environment, the meaning of audit cannot be fixed by professional bodies. The meaning and significance of audit needs to be continuously renegotiated.

An alternative approach is

needed. Auditor duties should be clearly written into legislation. This will help to eliminate vagueness. The expectations gap can only be reduced when the auditing industry embraces the responsibilities which the public associates with auditors. So the Companies Act should require auditors to be responsible for detecting and reporting material fraud. Such arrangements already exist for local authorities and should be extended to all PLCs. Auditors should have a statutory duty to report on a company's ability to remain a going concern and should owe a duty of care to all shareholders. In our view auditors of PLCs should act exclusively as auditors. During his term as the environment secretary, Michael Heseltine ensured that local authority auditors could not perform non-auditing services to their audit clients. The same should apply to PLCs.

The APC has been replaced by the Auditing Practices Board (APB) and revised audit reports and standards are in the offing again. Such attempts have brought little durable success in eliminating the expectations gap.

Underlying the profession's strategies is the assumption that the current institutional arrangements for regulating auditors are the most appropriate and the belief that the meaning of social practices such as audit can be fixed around the profession's preferred meanings. Such an approach fails to appreciate that a society like ours is marked by numerous social divisions: between small and large businesses; financial and production sectors; large and small accountancy firms; the interests of directors, auditors, investors, employees, pension funds and their members. In such an environment, the meaning of audit cannot be fixed by professional bodies. The meaning and significance of audit needs to be continuously renegotiated.

An alternative approach is

### In all regulatory matters, there is a concern that the regulated capture the regulators

of their members and this remains their prime mission. In all regulatory matters, there is a concern that the regulated will capture the regulators, but in auditing self-regulation, this has been the

starting point for more than a century. Auditing standards should be set by an agency independent of the profession and the DTI and should reflect negotiations between the various groups affected.

After the Companies Act 1989, the UK accountancy bodies monitor the work of auditors. They have no powers to undertake a general review of the standards of work of auditing firms. It is also difficult for them to reconcile their trade association and regulatory roles. They cannot simultaneously act as promoters, protectors and regulators, judges and juries for the industry. To secure public confidence, auditors need to be monitored and regulated by a body independent of the accounting profession. Those auditing PLCs should also be required to publish information about themselves. Thus the public will have more opportunity to assess the effectiveness of auditors.

This article is based upon the authors' research monograph *Research Report No 28: Closing the Expectations Gap* published by the Chartered Association of Certified Accountants.

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Edward Fennell highlights a new service aimed at profiting from Brussels' largesse

ers, based in their Reading office, to act as a vanguard of their new European unit. With links to the Brussels Clark Whitehill office and the wider Clark Kenneth Leventhal network around the Community, the team believes that it can help clients who are at the stage where "they don't even know what they are doing."

"European grants and loans is the way in," replies Mr Fennell. "There are billions of pounds available from Brussels in grants and loans but British companies have been very slow in taking advantage of these. One of the first things we can advise our clients on is how to get access to these."

Clark Whitehill has put together a seven-strong team of economists and market

take that exercise for clients so that they know exactly where they stand."

At a time when accountants have come in for criticism for offering both auditing and management consultancy services, Clark Whitehill is adamant that it will not go in for any "haird sell" of its new service. "By an over-concentration on consultancy work there is a real danger of losing the professional integrity of the audit," says Mr Fennell, who points out that auditing work brings in an above-average 67 per cent of his firm's fee income.

"Consultancy work is not big business to this firm," he says, "and what we are offering is a highly specialist service which some of our clients will find very valuable. But in no way are we pressurising clients to use it."

But the extent of the service is quite far-reaching. As well as providing advice on European legislation and regulation there will also be European-wide market surveys and marriage brokering to identify partners for joint ventures. "What has already proved very attractive is the European market research. We have already picked up quite a number of non-audit clients interested in that service."

Clark Whitehill now claims to regard Europe, rather than the UK, as its "home market" and is re-organising to establish more clearly the European practice group of Clark Kenneth Leventhal. It regards the current disaffection of its larger rivals as being the inevitable result of over-ambition and over-expansion and feels that the pendulum is now starting to swing back in favour of firms of its size.

"It is firms like ours, rather than the Big Six, which can now provide the quality and service clients' need," says Mr Fennell.

The success or failure of its European unit may be the litmus test of whether that is true.

## ANY OTHER BUSINESS

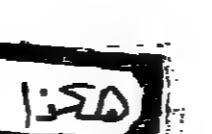
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JON ASHWORTH



## RUGBY UNION

# Harriman in full flow sets alarms ringing

Wanganui ..... 9  
England B ..... 35

FROM DAVID HANDS  
RUGBY CORRESPONDENT  
IN WANGANUI

THERE is an expression here in New Zealand which says that, if you beat an opponent soundly, you "give him a bath." Andrew Harriman, the Harlequins wing, took that over-literally on Monday when he let his bathwater overflow in the team hotel and brought the local fire brigade to the door; yesterday he did it figuratively, too, by scoring four tries at Spriggs Park against Wanganui.

Harriman, purring away like the thoroughbred runner that he is, added much-needed lustre to the fifth successive victory of the England B tour. In other respects it was a scrappy display in which, despite their win by four goals, two tries and a penalty goal to three penalties, England could never impose themselves on third-division opposition.

The disappointing feature was the continued absence of the hunger for possession which characterises every side against whom England have played. Only Back who scored the other two tries, and Ojomoh combed with the same zest as the Wanganui forwards, whose back row enjoyed themselves.

Perhaps they were permitted too much latitude by Mark Thompson, the Auckland referee. There is a sustained demand in this country for the game to be played on the feet, but time and again Hansen was allowed to go to ground in an offside position, hindering quick possession, and England could not regroup in sufficient numbers to do anything about it.

"It was a young England side, relatively inexperienced and it showed," Jack Rowell, the coach, said. "New Zealand

sides play at a great rate and with great vigour." Put another way Wanganui stood on no ceremony, they cleared defenders out of the way with considerable alacrity, which added to the difficulties England experienced at the set-pieces, where for the first time on tour their lineout was overshadowed and their scrum was so careless that two balls were kicked back to Wanganui's side.

The tries, broadly speaking, came from broken play and frequently when Wanganui lost possession in the tackle — which was again an unfortunate aspect of England's game. After Harding had kicked the first of his three penalties, Harriman opened England's account. Back followed him to the line after good handling by Russell and Haag on the blind side of a ruck and Harriman's soft-shoe shuffle deceived Hansen. England leading 17-6 at the interval on a day ideal for

Local opinion had freely forecast anything from 40 to 60 points against their own team but had reckoned without the tenacity of such players as Bell and Wallace. Even so, given space Harriman made a nonsense of their defence, to Rowell's delight: "Andrew was flowing again which was good to see because he's such a confidence player." It may be too late to make the XV to play New Zealand in Hamilton but Harriman remains firmly, you could say, in the running.

SCORERS: Wanganui: three goals Harding (3), England B: Tries Harriman (4), Back (2). Conversions: Steele (4). Penalty goal: Steele.  
Wanganui: L. Harding, J. Selby, C. Osborne, G. Bell, R. Wallace, R. Cheshire, J. Hamlin, T. Scott, A. Bell, T. Cundy (captain), R. Adams, P. Sullivan, R. Wallace, S. Scott, S. Hansen, S. Ojomoh.  
ENGLAND B: J. Steele (Nottingham); A. Harriman (Harlequins), G. Thompson (Harlequins), G. Childs (Wasps), H. Thompson (Nottingham), N. M. Marwood (Glasgow), D. Sculley (Worcester), M. Hyres (Celtic), K. Dunn (Gloucester), A. Mullen (Harlequins, captain), M. Russell (Harlequins), M. Haag (Bath), D. Sims (Glasgow), N. Back (Leicester), S. Ojomoh (Bath).  
Referee: M. Thompson (Auckland).



Student of the game: Johansson has learned in Sweden

FROM DAVID MILLER  
IN GOTHEBORG

LENNART Johansson, the president of Uefa, is as much concerned with poor refereeing and cheating players in the European football championship as he is with hooliganism in the streets by English and German followers. By the time of the 1996 finals, scheduled to be hosted by England, Johansson would like to find a solution to all three problems.

Being also a member of Fifa's somewhat grandly-titled Task Force 2000, a committee appointed by the game's world governing body to study changes of the laws for improvement in its image and function, Johansson speaks with an authority wider than that of Uefa, European football's governing body. Given Fifa's failure over 20 years to grapple with violence on the field — just as damaging in the long term as violence outside the stadiums — Johansson's continuously expressed concern for stronger discipline will make him a leading contender to succeed Joao Havelange when the ageing Brazilian, president of Fifa for 18 years, decides to retire.

"I argued for the return of English clubs to European competition, for the champions' final at Wembley, for

age the governments of the European Community to follow England's example and prevent convicted or known criminals from travelling to scheduled football events.

"At present, most countries do not have laws that allow them to do this," he said. "I and others are fed up with everything that happens in the streets being blamed on football, which is unfair. We are observing the same phenomenon developing in basketball and baseball in America."

To remove the 1996 championships from England, to stop the game, is not the answer, Johansson insisted. "Were we to do this, to abandon the major championships, there would be no focus for youngsters and they would turn to some other game."

"What is important is that the star players, who are fundamental to creating the game's interest, have a responsibility to behave well."

Johansson has been sharply disappointed by the standard of refereeing during the past fortnight and considers that there should be a ranking list among the referees — that if the best ten all come from two countries, then they should be used, rather than distributing the "honour" evenly among referees from many countries.

The imminent new regulation prohibiting passing back to the goalkeeper, to be introduced next month, is seriously insufficient, in Johansson's opinion. Penalties against players feigning injury must be much more severe.

"In some instances, there should be not just a yellow card but a red card," Johansson said. "How can the referee accept the greatest abuse? Every player feigning injury should receive a yellow card, but the referee doesn't have the guts."

On two occasions in Germany's semi-final against Sweden, German players collapsed to the ground, though with a broken bone, only to get up and walk away moments later.

The standard of the Spanish referee in Denmark's semi-final against Holland was abysmal. Not only did he fail to book Koeman and Falcao for disgraceful fouls on Povlsen and Laudrup just before half-time, but he was continually getting in the way of play in the middle of the field, three times being struck by the ball and regularly requiring players to circle round him as an additional opponent. The time for two referees in football, in the almost all other team ball games, is long over.

## RUGBY LEAGUE

# Hanley allowed to go his own way

FROM KEITH MACKLIN IN MELBOURNE

ELLERY Hanley's troubled tour ended yesterday in a manner which will surprise nobody who has followed his prickly relationship with the media. When the rest of the tour party flew from Sydney to Melbourne to prepare for the second international tomorrow, Hanley stayed behind for an examination on his hamstring injury by a senior orthopaedic surgeon.

In Melbourne, the tour manager, Maurice Lindsay, and the coach, Malcolm Reilly, convened a brief press conference at which a written statement was issued without additional comment.

Signed by Lindsay and Reilly, it read: "Great Britain have had a full and frank discussion with Ellery Hanley, who wishes to be heard. Ellery admits that he signed an agreement to do television commentary work with the Harry Miller Organisation but equally insists that the agreement could not come into force as long as he remained a member of the touring party.

"Ellery agreed that the statement attributed to Ian Fryberg, director of sport of Channel Nine, that he was to commence commentary duties at the Newcastle game, was premature, as the British management was still consider-

ing him as a possible starter in the Newcastle game following a fitness test.

"Ellery is disappointed that the media have not given him credit, inasmuch that his intention at all times was to honour his tour commitments." In a later paragraph Hanley indicated that he had no intention of doing commentaries unless he was no longer able to participate in the tour, and expressed regret in "not informing the tour management of the discussions."

Lindsay and Reilly made it clear that there would be no disciplinary action with a final comment, and that the matter was closed. So ends the sorry saga of the Great Britain captain, who was on the field on tour for just nine minutes.

Lindsay said arrangements were being made for Hanley to return home, but added: "If he wishes to remain in Australia to take up other work, it is a matter between Ellery and his club, Leeds."

Meanwhile, Reilly has delayed announcement of the international squad until today to give him time to consider some outstanding performances in the 22-0 win at Newcastle. A surprise replacement for Hanley in the back row could be the Wigan forward, Billy McGinty.

"Ellery agreed that the statement attributed to Ian Fryberg, director of sport of Channel Nine, that he was to commence commentary duties at the Newcastle game, was premature, as the British management was still consider-

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## Tour match

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FENNER'S: Oxford and Cambridge Universities v Pakistan

RAPID CRICKETLINE SECOND XI CHAMPIONSHIP: Rochester v Derbyshire v Kent. Shifden: Durham v Warwickshire. Pontarddulais: Glamorgan v Sussex. Harrow: Middlesex v Worcestershire. Bradford: Yorkshire v Lancashire. Workington: Northamptonshire v Northants. The Oval: Surrey v Gloucestershire.

OTHER SPORT

CYCLING: Isle of Man International week.

POLO: Warringtonshire Cup (Cirencester).

SPIDERMAN: Division one Gold

league: Birmingham v Gloucester Gold

Cup: Sheffield v Glasgow. HEAT team

challenge: third leg: Swindon v Coventry. Oxford v Poole

TENNIS: All England championships (Wimbledon).

IT'S ABOUT STAYING AHEAD OF THE GAME.

British contenders prepare for French Open

## Faldo retains his lofty ambition

FROM MITCHELL PLATT, GOLF CORRESPONDENT, IN PARIS

NICK Faldo climbed a tree during the United States Open last week and his preparation for the French Open, which starts today at Le Golf National in St Quentin en Yvelines, took him to even loftier heights.

He gave a clinic on the roof of the Galeries Lafayette, a department store in the heart of Paris, although his view of the city was blurred by jet lag.

The French Open attracts Faldo because it is a championship he enjoys — he won in 1983, 1988 and 1989 — and it is now played on a course he regards as one of the best in Europe.

He is also keen to maintain his momentum with the Open championship one month away. "I've got a three-week holiday planned for August," he said. "The thing now is to be ready for Muirfield."

Colin Montgomerie also has the Open in his sights following an excellent effort at Pebble Beach. Montgomerie admitted that, when he had completed his last-round 70,

he thought the title might be his. His disappointment was tempered by what he had achieved in finishing third.

"I know Jack Nicklaus awarded me the title when I finished my round and I can understand why, with the weather worsening. I genuinely thought myself I would win."

The last nine holes I played there rank as the best nine I've ever played. I was one of only three players to break par on the homeward stretch and I'm proud of that.

"I've gone from 35th to 25th in the world rankings and my target is to get into the top 20. I'm also very keen to get to Muirfield now."

Montgomerie arrived in France in style, hitching a lift with Faldo in a private plane from Surrey to the local airfield — a 15-minute flight from the 4th hole. He, too, is tired but is at least here. Jose-Maria Olazabal, who failed to avoid the halfway cut at Pebble Beach, has withdrawn.

"I had a few disasters and didn't do what I had to do in



Tired yet inspired: Montgomerie, third in the US Open, is ready to play in the French Open

## Daniel in search of instant success

Munich: Beth Daniel, from the United States, will be attempting to succeed where Nancy Lopez failed in 1987 by winning on her first appearance on the European Tour at the Bensberg course here today (A Correspondent writes).

Daniel, the winner of 27 titles, is joined by two other Americans, Kris Tschetter and Jane Geddes, the former British Open champion, in the £100,000 European Open championship.

This is the first of the three remaining tournaments that will be played before the European Solheim Cup team is finalised, and of the team that played in the inaugural match two years ago, only Pam Wright, the Scottish professional, is missing.

Last week the organisers of WPG European Tour, which has already been reduced to 11 tournaments, were advised that the promoters of this week's event had ceased trading. A sponsors organisation has since formed to guarantee the prize-money, which has brought relief all round.

## Howe blames his resignation on travelling burden

BY CHRIS MOORE

I'm leaving them in the lurch.

Had he stayed, Howe would have had charge of coaching and team-selection at Highfield Road with Gould concentrating on scouting and transfers. It is still uncertain whether Gould will now be given the Coventry job on his own.

ITV will pay the Football League £250,000 a match for live coverage of matches next season. That is £60,000 more than first division clubs — they have now left for Premier League pastures — shared per game under the ITV deal that expired at the end of last season.

ITV has agreed to pay the Football League a basic £24 million over four years for recorded highlights plus three live Rumbelows Cup games per season, but the financial figure will rise significantly higher once live games and overseas sales are taken into account.

"I'm too old and well-set when I am to want to move. I want to stay in the game, either as a manager or coach, but have promised myself a job nearer home. I realise all the jobs are filled in London. But I've got to be prepared to do anything."

This time last year, when I left QPR, I filled in doing some radio and TV work and some part-time coaching with Barnet, before joining Coventry.

"I'm disappointed to be leaving after helping them secure a place in the new Premier League, but now that they've got Bobbi Gould to fall back on, I don't feel as though

## IN BRIEF

### More time request by Krabbe

BY BARRY PICKTHALL

MARK Gatehouse reached Newport, Rhode Island, late on Tuesday to become the first British finisher in the Europe I single-handed transatlantic race. His second-placed 60-foot monohull yacht, Queen Anne's Battery, crossed the Brenton Tower finish line 46 hours behind Yves Parlier's French winner, Caloclas d'Aquitaine, but was still 11 hours faster than the previous best time for a monohull.

Looking fit and relaxed, Gatehouse said on arrival: "It has been a wonderful tactical race because the conditions were forever changing."

His time would have been better had his yacht not been plagued by problems throughout the 3,000-mile crossing from Plymouth. They began with a broken wind indicator immediately after the start and ended when his yacht became entangled with a lobster pot line moments after crossing the finish. In between, Gatehouse suffered from a succession of blown-out sails and broken winches, and defective electronics and radio equipment.

Five hours before Gatehouse's arrival, race organisers were surprised by the unexpected appearance of Etienne Giroire's small trimaran, Up My Sleeve. The French American and his six-year-old craft posted a time of 16 days 16 hours, which not only broke the class four record by 11 hours, but smashed the Class II and II records as well.

Alan Wynne-Thomas, sailing Cardiff Discovery, which suffered broken halyards on Monday, is expected to be the next finisher.

■ AUCKLAND: Grant Dalton, of New Zealand, and Pierre Fehlmann, of Switzerland, competitors in next year's Whitbread Round the World Race, have agreed to exchange details of their boats.

■ WINNERS: Class I monohull: 1, Caloclas d'Aquitaine (Y. Parlier, Fr), 14 days 16h 01m, 2, Queen Anne's Battery (M. Gatehouse, GB), 16h 11m 30s. Class II monohull: 1, Up My Sleeve (E. Giroire, Fr), 16h 16m 43s. Other positions yesterday: (two miles from the port) 2, Big Surfer (M. Birch, Can), 22h 23m. (Several) Challenge (J. Chaudry, GB), 41h. Monohulls: Cardiff Discovery (A. Wynne-Thomas, GB), 25h 11m; Discovery (G. Dalton, NZ), 25h 11h; Discovery (N. Burgess, GB), 15h; End (Morgan Greathead, Fr), 16h; Discovery (R. Tolson, GB), 17h.

■ LEN DARLING: Cricket: Len Darling, a member of Sir Donald Bradman's side in the infamous bodyline series, died in Adelaide yesterday, aged 83. Darling played 12 Test matches for Australia, making his debut in the 1932-3 bodyline series.

■ SPANISH DOUBLE: HOCKEY: The Great Britain men will play Spain in two matches at the Olympic venue in Terrassa tomorrow and Sunday. The British squad of 18 includes Mayer and Davis, both standing in for the injured Kerly and Bachelor.

■ PLAYER KILLED: AMERICAN FOOTBALL: Eric Andolek, aged 25, of the Detroit Lions, died on Tuesday in Louisiana, when he was struck by a truck as he worked in his front garden.

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IAAF attacked over handling of drug case

# Reynolds predicts world record on impressive return

FROM DAVID POWELL, ATHLETICS CORRESPONDENT, IN NEW ORLEANS

WHEN Butch Reynolds coined his slogan "42 in '92", nobody paid much attention. His two-year suspension would not expire until late in the season and Ben Johnson had shown how an athlete returning to competition after drugs is an athlete struggling. But, in the Tad Gormley Stadium here on Tuesday, Reynolds reiterated his intention to break 43sec for 400 metres — his world record is 43.29 — and this time people were listening.

"I'm looking to go 42," Reynolds said after his third victory of the day, two on the track and one in the committee room. "I have just run 44, so I have some improvement to do, but I am very happy with my times so far."

Happiness was an emotion that Reynolds was having to relearn. The last 22 months had been the most depressing of his life. Reynolds has been protesting his innocence ever since he was tested positive for drugs on August 12, 1990, and given a two-year suspension that ruled him out of the Olympics.

By confirming, on Tuesday morning, that it would back down from its insistence that athletes competing against Reynolds in the United States Olympic trials here would be liable to suspension, the International Amateur Athletic Federation (IAAF) left Reynolds with opponents to race against. Had the IAAF held its ground, he may have been running on his own.

Reynolds, who has been randomly drug-tested during his ban, won his first round on Tuesday afternoon in 44.58sec and his second round that evening in 44.68; he was the only athlete under 45 seconds. He was scheduled to appear in the semi-finals last night but was already looking forward to the final.

"Are you going to win?" he was asked and he took only

one word to answer. "Yes." Applause filled the press room because, drug-taker or not, there is strong feeling that Reynolds's appeal against his suspension was handled unjustly.

The IAAF has yet to answer to public satisfaction the evidence put forward by Brad Hunt, Reynolds's manager, which suggests that his athlete is the victim of mistaken identity. An East German woman athlete, whose identity Hunt says he knows but declines to disclose, returned the positive test and not Reynolds, according to Hunt.

The data analysis from the lab in Paris that declared him to be a user of steroids had circled a number on the form and then misidentified it when they copied the number at the bottom of that form," Hunt said. "They circled H6 (denoting positive sample) and called it H5 at the bottom. Butch was H5 and an East German woman was H6. H6 was the positive sample."

Hunt accuses the IAAF arbitration panel, which met in London last month, of dismissing Reynolds's case in such short time that it could not have considered his full defence. On that occasion, Reynolds went with legal backing from The Athletics Congress (TAC), the governing body in the United States, although TAC's support has faded.

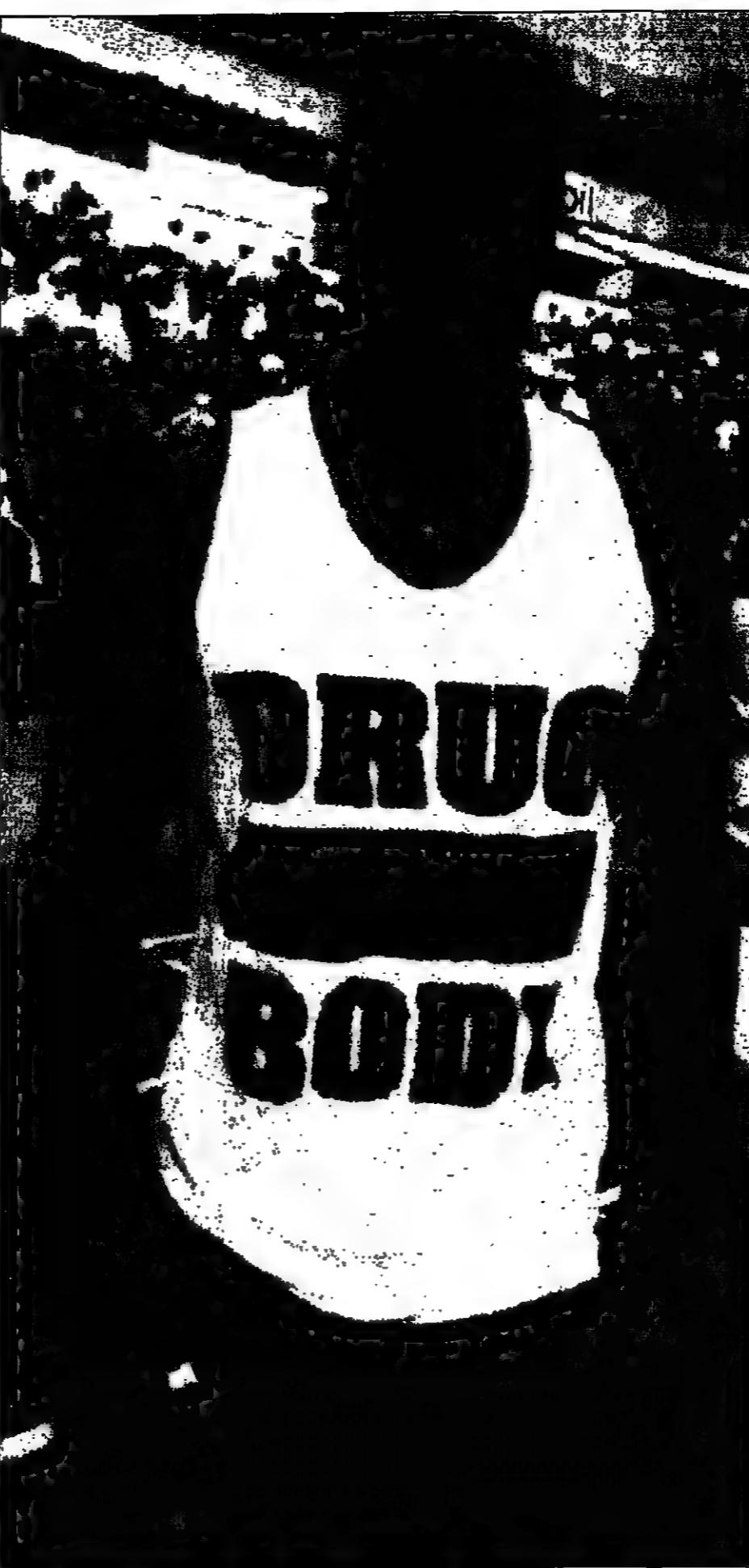
"When TAC's own lawyer left the arbitration hearing, he was crying foul; he was saying this was a sham of an arbitration hearing," Hunt said. "But where is that attorney now that it is getting hot in the kitchen?"

"We requested to be included on TAC's agenda in their executive committee meeting this morning [Tuesday] and the essence of our request was: 'What are you going to do with Butch?' The president of TAC [Frank Greenberg] informed us that

Reynolds says that victory on this issue is as important to the rights of athletes as it is to him. Most of the 31 other athletes in the field had criticised him for his stand putting them at risk, saying he should back down. Nevertheless, after Tuesday, they were making up.

"They came to me one by one and said: 'Butch, I appreciate what you are doing,'" Reynolds explained. "I have every confidence I will be in Barcelona. I have every confidence I will win in Barcelona."

A clean vest: Reynolds makes his message plain at the American Olympic trials



## SPORTS LETTERS

### Experiments hamper Taylor

From Mr G. Hall

Sir, Graham Taylor was almost everyone's first or second choice as successor to Bobby Robson (who, I think, did a wonderful job). Taylor left Watford to be the England manager via a spell at Aston Villa, and he is still the man for the job. He has suffered from too much experimentation.

If you look at the German team, there is a continuing process of gradual change — even when Germany was united into one country, there was not a great deal of change in the world champions' team. If one looks, too, at the great Liverpool, their success is based on gradual change.

When "gradual" became a little more like "wholesale" (in comparative terms), it ended with them some distance behind Leeds and Manchester United in the championship race.

If Taylor needed to experiment, a year should have been enough. He has chopped and changed too much, instead of having a settled side. I hope the lesson has been learned in time for the World Cup or else newspapers will be producing the same headlines as they are now, including those who wanted him as the England manager. Next time, however, they will be justified in their desire, although they are ridiculously premature in their wishing to see the back of him.

Two other points emerged from the European Championship. First, Gary Lineker

might have fared better if he had already passed Bobby Charlton's goal-scoring record — or if he had been well behind it. It must have been in the back of his mind. Second, England had to lose an away game.

Yours faithfully,  
G. HALL,  
78 Chandos Road,  
Borehamwood,  
Hertfordshire.

From Mr Chris August

Sir, Whatever the merits or otherwise of Graham Taylor to manage the England football team, it is clear that he has lost the confidence of the sporting public and should accordingly be replaced.

Might this give an opportunity to seek a replacement from outside these islands, someone with a genuine love of the game who would insist on skill as a pre-requisite for selection?

Maybe then we could watch a side to be proud of for 90 minutes, rather than depend purely on a game's result to earn our respect.

Yours faithfully,  
CHRIS AUGUST,  
8 Trevian Road, W14.

From Mr J. Ison

Sir, Is it not ironic that the year which sees the formation of the Premier League in domestic football should see the national team relegated to the second division?

Yours faithfully,  
JONATHAN ISON,  
12 Botfield Court,  
Duston, Northampton.

### Positive play

From Mr Graham Lloyd

Sir, The scoring system for encouraging adventurous play at major football championships suggested by Mr Foley (Sports Letters, June 18) — three points for a win, one for a score draw, none for a no-score draw — would certainly be an improvement, but he stops short of following his argument through to its logical conclusion.

If the number of points gained should be based on scoring goals, why not do away with points altogether? With only four closely matched teams in each league, more exciting football would inevitably result if league pos-

itions were decided solely by the number of goals scored by each team.

If this approach were adopted, there would be something to play for in every match, even for a team that had lost its first two matches; the team could still qualify if they won their last game by a handful of goals.

Although it may be suggested that this would lead to teams neglecting defence completely, this is unlikely. With only four teams in the league, if a team conceded many goals as well as scoring many, their opponents in that game could still finish ahead.

Yours faithfully,  
GRAHAM LLOYD,  
32 Gravel Close,  
Henley-on-Thames,  
Oxfordshire.

### Plague of foul play

From Mr Edward Grayson

Sir, The accounts from Gothenburg by Stuart Jones and David Miller (June 23, 24), of the Danish injuries suffered by "the physical, psychological fight", provide a key to understanding how foul play in English professional football has destroyed the artistry with in the game and the teams within for its survival.

Significantly, last season the Arsenal and England team doctor, John Crane, explained to the London (now National) Sports Medicine Institute at St Bartholomew's Hospital how he and the Arsenal and England physiotherapist, Fred Street, had identified 17 per cent of the injuries in their Highbury dressing-room as attributable to foul play.

This corroborated the semi-national pioneering work of the Welsh Rugby Union doctor, John Davies, and his Guy's Hospital colleague, Terry Gibson, published as long ago as 1979, that 30 per cent of the rugby injuries referred to their sports clinic were also attributable to foul play.

How the problem does not diminish is evidenced by current Crown Court cases and Criminal Injuries Compensation Board referrals. Yet not one of the numerous BBC commentators on the Danish injuries showed an awareness of the prime facie, criminally and civilly actionable, and morally reprehensible, misconduct witnessed by the mass audience.

Uefa and all governing bodies should be aware, as BBC2's *On the Line* recorded last week, that the French Rugby Federation is at present negotiating a claim against it by an injured American rugby player. The Danish football medical team will do a worldwide service to the game if they will tell us whether the injuries their players suffered were merely a hazard of the game, or something more sinister, yet unpunished by the laws of the game and the referee's inept interpretation of them.

I am, Sir, yours faithfully,  
EDWARD GRAYSON,  
4 Paper Buildings, EC4.

Sports Letters may be sent by fax to 071-782 5046.

### Changing tones in tennis

From Mr Eric Leigh Howard

Sir, I had the pleasure last Saturday of watching Monica Seles practising for the best part of an hour with a male training partner on a grass court at the Hurlingham Club. She was serving and hitting the ball, forehand and backhand alike, apparently with the ferocity for which she is known and quite uninhibited by any match-pace.

Not a single grunt could be heard throughout the period of her play, though rather loud grunting, occasionally upsetting her opponents and certainly irritating her spectators, is one of the features of her matchplay. Could any of your readers offer a plausible explanation of this most unusual (and welcome) silence?

Yours faithfully,  
E. LEIGH HOWARD,  
3/71a. Knightsbridge, SW1.

From Mr G. F. Hastings

Sir, This time last year, Andre Agassi appeared on the centre court at Wimbledon with his underpants protruding lengthily from his tennis shorts. This year I notice that many

of his confères have adopted that fashion of dressing for battle, while Agassi has taken to wearing a blond ponytail, which is apparently secured to the inside of his cap and doesn't match his real hair at all, let alone his beard.

Next year, I suppose that the rest will be wearing one too. But how will Agassi maintain his eccentric fashion lead?

Yours faithfully,  
G. F. HASTINGS,  
Ratnshire Hall,  
Tasburgh.

From Mr K. G. Edmonds

Sir, Am I the only observer of the high-speed servers who can claim that serving from the extreme right and left corners, instead of the off-centre position, can be infinitely more rewarding? A 100mph ball across the extreme boundaries of the court can be more telling, surely, than the narrower alternative.

Yours faithfully,  
K. G. EDMONDS,  
Kensington,  
London Road North,  
Poynton,  
Cheshire.

hit the pad and not the wicket.

Adopting this method, requires a slightly more upright stance, but brings a double benefit since, from this position, the ball can more easily be kept down and the stroke can be played with little backlift but plenty of wrist movement.

Yours faithfully,  
B. CRAMPTON,  
Honorary Treasurer,  
British Olympic Association,  
1 Wandsorth Plain, SW18.

### Faulty selection

From Mrs S. Kyrie-Smith

Sir, I am dismayed at the selection of the Olympic dressage team for Barcelona (report, June 22). Happily Britain seemed, for once, to be in with a real medal chance in the event.

However, the selectors have seen fit to exclude Jennie Loriston-Clark, for over 20 years the backbone of dressage in this country. This surely is a tragedy, not only for Mrs Loriston-Clark but for British dressage and our chances of a medal.

Dutch Gold has followed in

### One centre insufficient

From the Honorary Treasurer of the British Olympic Association

Sir, David Moorcroft (Sports Letters, June 18) rightly highlights the need for quality medical and physiological support for prospective Olympians if they are to compete successfully at world level.

The BOA was a pioneer in this direction when it opened its centre at Northwick Park, Harrow, in 1987. Obviously one centre, wherever located, cannot serve everyone. The opportunity, in partnership with the Sports Council and National Sports Medicine Institute, has now arisen to spread the facility nationwide.

The BOA is committed to paying 90 per cent of the premium for all Olympic "passport holders" to have ready access locally for private medical and physiotherapy treatment. The cost of the centre and the insurance would consume more than one third of the BOA's total budget over the next four years.

The BOA has every intention of not only retaining the expertise gained since 1987 in the field of sports physiology, but also developing it further.

We cannot concentrate, in essence, on five sports (bobsleighing, canoeing, gymnastics, rowing and skiing) at Northwick Park. We must use our available funds throughout our constituency.

Yours faithfully,  
ROBERT WATSON,  
Honorary Treasurer,  
British Olympic Association,  
1 Wandsworth Plain, SW18.

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## SCHOOLS SPORT

### Botham assumes all-rounder's role at Rossall

BY CHRIS DIGHTON

THE shadow of his father casts no fears for Liam Botham, a pupil at Rossall School and the youngest member of the first XI in the school's 148-year history. If anything, the deeds of his father, Ian Botham, the England and Durham all-rounder, have been made for Liam to follow in his footsteps.

Botham is also looking forward to their 150th anniversary in 1994, when they will take part in the Sir Garfield Sobers Tournament in Barbados, a trip made possible through the links of Robert Atkin, a former minister of Sport who is now at the Northern Ireland office and whose son James is a promising all-rounder at the school.

Liam made a slow start to the season but has rapidly built up a head of steam as he took five Arnold wickets for 11 runs four Stonham wickets for 36 while Bolton yielded him three for 41.

To complete the all-rounder's armoury, he has struck an undefeated 73 against Giggleswick and 33 in a match with Queen Elizabeth School, Blackdown.

The Rossall School festival

starts at the end of the first week of July and is a round-robin tournament played between six sides on three fields: Loretto, from Scotland, join the Dorset school, Bryanston, Cranleigh, from Surrey, St Peters, York and Merchant Taylors, Northwood.

Alan Crouch, the master in charge of cricket at Rossall, said: "We have a young first team with ten of the 13-strong squad playing next season and we anticipate some strong batting from Cranleigh."

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"I was talking to him on the boundary about the anniversary and said it would be nice to tour Barbados. He contacted his opposite number, Wes Hall, and the next thing we knew Sir Gary was here helping arrange the tour, holding a clinic and playing school cricket," Crouch said.

Old boys of the school who are influential in cricket include Bob Bennett, the chairman of Lancashire and England tour manager last winter, Michael Mellish, Rossall captain in 1951 and President of the MCC, and Dennis Silk, who has been on the Rossall School Council and will succeed Mellish at the MCC.

## BASKETBALL

### Lithuania and CIS share group lead

Badajoz, Spain: Lithuania and the Commonwealth of Independent States moved into a tie at the head of group D of the Olympic qualifying tournament here with easy victories.

The CIS beat Estonia 92-71 and Lithuania overcame Britain 87-71.

Britain, who were led by 16 points apiece from Martin Henian and Steve Buckland, now need to beat the CIS to gain a realistic chance of reaching the final phase of the tournament in Zaragoza next week.

The CIS and Lithuania have 100 per cent records in the group after two matches and the former Soviet Union and its former Baltic republics meet for the first time tomorrow.

The leading two teams from each group will advance to the final round in Zaragoza, with

four earning berths in the 1992 Olympic Games in Barcelona.

Hungary kept up with the pace in group D with an 83-74 victory over Holland.

In other games, Czechoslovakia remained undefeated in group A in Bilbao after overrunning Ireland 92-55 and Bulgaria defeated Turkey 68-54.



Oxfordshire outclassed by Lancashire

# Watkinson and Atherton press home advantage

By JOHN WOODCOCK

**OXFORD** (Oxfordshire won toss): Lancashire beat Oxfordshire by 195 runs

IT TOOK Lancashire until the early afternoon to assert themselves on the Christ Church ground at Oxford yesterday, but they went on to do so in an uncertain fashion. After scoring 134 from their last 15 overs, they then rallied Oxfordshire out for 87, meeting much resistance only from Stewart Lawler.

All it fell rather flat in the end. A genuine Minor Counties side in that all of them play their cricket locally and cast-offs from the first-class counties are disallowed. Oxfordshire held their own until lunch. Lancashire were then 112 for three after 35 overs.

Having tried once and failed, Fowler and Atherton brought off a run-out as early as the fourth over, a direct throw by Jobson from short mud-wicket doing the trick when Fowler was sent back. Arnold bowled a first-rate opening spell (8-3-13-0) with the spires behind him. It was a sultry morning, on which

the ball moved around and runs had to be earned.

When Titchard was fourth out at 149 in the 45th over, Oxfordshire were hanging on. But Watkinson, one of our most splendid strikers of the ball, was more than they could manage, and Lancashire's overs ran out. Atherton piled on the runs. For the fifth wicket these two rattled up 128. Watkinson hit seven fours and four sixes in his 82 (51 balls). Atherton five fours in his 108 (159 balls).

The outfield was slow, but the ground looked a picture and the marques made sure that it had the air of an occasion. I can remember the wonder of seeing my first Australian team on this ground in 1934, when the University played Bill Woodfull's side. It is the caps I recall as much as the play—the Australians in those baggy green ones they used to wear and Oxford in their harlequins. It was not much more than a year after Lancashire's included, none showed a more obvious natural talent.



Ball beats man: Jobson's direct hit runs out Fowler, sent back by Atherton at Oxford

## Dorset grateful to two imports

By SIMON WILDE

**SOUTHAMPTON** (Hampshire won toss): Hampshire beat Dorset by nine wickets

AS NURSERIES of the game go, Dorset must be among the worst run of cricket's creches. In almost 100 years, it has failed to produce an England Test player. Of this season's county cricketers, not one was born within its borders. It is hardly surprising, therefore, that Dorset's part-timers were unable to stretch their illustrious neighbours, Hampshire, in the NatWest Trophy first round yesterday.

They far from disgraced themselves however, giving the holders a long and frustrating time in the field. Hampshire's chief bugbears were the second-wicket pair of Graeme Cawley and Tim Richings, who took advantage of a flat pitch to add 180 in 50 overs. Needless to say, both Cawley, who scored

## Durham dismiss Irish

By PETER BALL

**CLONTARF** (Durham won toss): Durham beat Ireland by 189 runs

DURHAM did rather better in Clontarf yesterday than the first visitors from the north east. Then, in 1014, Brian Boru defeated the Vikings with some ease; there was never much prospect of history repeating itself on this occasion, a century by Wayne Larkins ending any possibility of a similar upset.

Clontarf—which means Meadow of the Bull—seemed the perfect setting for Ian Botham, but although he played golf in "my favourite city in the world," on Tuesday, he was ruled out yesterday. His broken toe and nagging groin strain mean he will not play for Durham until next Friday against Gloucestershire at the earliest. That is a day after the Third Test begins and would seem certain to rule him out of that match, unless England once again decide to gamble.

Botham arrived too late yesterday to see Larkins playing bullishly in his absence.

Glenenden, whose century for the then minor county against Glamorgan at this stage of last year's competition, helped establish his career, this time went early, but Larkins and Jones put Durham in control with a partnership of 162 in 35 overs.

Ireland did not help themselves.

Larkins was dropped on 30 and then again immediately after reaching his half-century. They were expensive misses, Larkins riding his luck to race to his second 50 off just 43 balls.

In all, he hit 15 fours and three sixes to give the 2,000 spectators packed into the tree-lined ground some compensation for Botham's absence. He had batted for 152 minutes when he was finally caught at mid-on by the Irish captain, Warke.

Jones had gone the previous over as Hoey at last got some reward for an excellent spell. Leg spinners are a reviving breed, with Hoey the first to play for Ireland since Godfrey Graham in the late Fifties.

At 230 for six after 53 overs, Ireland could feel quite satisfied with their progress, but then Brian and McEwan broke free. The final total was beyond Ireland, none of the batsmen establishing themselves and Durham getting home with 22 overs to spare.

AS IF intent on expunging all memory of humiliation by the Minor Counties on another Buckinghamshire ground earlier this season, Sussex summarily accounted for another minor county opponent yesterday. Their total of 327 for six was their highest in the NatWest Trophy.

Alan Wells struck his first century in this competition, with seven sixes and seven fours. He was man of the match in Buckinghamshire's eyes well before the adjudicators came to sum up, for their own batting had been sadly inconsequential.

Buckinghamshire's difficulties were compounded by an injury to Roberts, who took a century off Sussex two years ago. Burrows and Booden were also missing. From when Sussex won the

## Wells boundaries blast weak attack

By IVO TENNANT

**BEACONSFIELD** (Sussex won toss): Sussex beat Buckinghamshire by 201 runs

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Wells and Smith drove Edwards way out of the pleasant ground, it was clear that on such a firm pitch a large total was inevitable.

Sussex had not exceeded until yesterday their 314 for seven against Kent in 1963. In that inaugural year there were 65 overs an innings.

Wells made 119 off 70 balls, several of which were dispensed in a parabolic arc between long-on and long-off. Smith and Hall began with 112 off 34 overs and there was other fierce hitting besides. There was no relief for Buckinghamshire save for a 71-year-old apprehended male streaker.

Once Buckinghamshire lost their first five wickets for 59, their innings meandered gently to an close. Salisbury's confidence was a joy to behold, his spell a telling one in circumstances far less exacting than at Lord's. He has had a week to remember.

## Field-Buss inspired by athletic catching

By JACK BAILEY

**TRENT BRIDGE** (Worcestershire won toss): Nottinghamshire beat Worcestershire by 57 runs

NOTTINGHAMSHIRE batted better, bowled better and, by golly, they fielded better than Worcestershire. It all added up to a comprehensive victory.

It was the first one-day contest in eight matches at Trent Bridge this season from which Nottinghamshire have emerged triumphant and, looking at their competent all-round display yesterday, one wonders why.

It was doubtless partly due to their inclusion of an off-spinner, who came to them from Malta via Essex. Michael Field-Buss was playing his first game for his present county in the NatWest Trophy and, aided by some good catching, he accounted for four wickets for 62 runs.

Then there was Lewis. A whirlwind innings, four catches and a beautiful ball to bowl. Leatherdale formed his contribution and justly earned him the man-of-the-match award.

Bur it was, above all, a team effort. There was a solid start to the Nottinghamshire innings, the foundations being laid by Broad.

Then Johnson stepped up the scoring rate and, finally, a magnificent assault by Lewis, whose 32 from 15 balls included three sixes and left Worcestershire needing 306—more, batting second, than any side have previously achieved in the NatWest.

If there was any real danger of their achieving their aim, it was soon laid to rest. Curtis had difficulty hitting the ball off the square. Hick, whose innings was the crucial factor, fell victim to a good catch at square leg when only 14, and when Lewis's athleticism in the field also accounted for Neale and Field-Buss returned after tea to bowl Rhodes round his legs. Worcestershire were 89 for four and looked right out of it.

Rhodes, pressed into service as an opener in Moody's absence, had played a noble part. Without him, there would have been no hope.

As it was, D'Olivera and Leatherdale put together the one threatening stand of the one-day season.

Shortly afterwards, the inevitable Field-Buss had D'Olivera caught on the long-on boundary. After that, it was a case of going through the motions.

Stev una halt de

Inzama perfect

Malaysia about Ad

**Gloucestershire v Cheshire****BRISTOL** (Cheshire won toss): Gloucestershire beat Cheshire by 204 runs**GLoucestershire**

G D Hodges 10 not out, C W Attley 5, C J Bell 5, C W Atthey 5, A J Wright 5 not out, M J Williams 5 not out, N H Scammell 5, C W Atthey 5, T R C Russell 5 not out, C W Atthey 5, Extras (2 b, 6, w, 0) 16, Total (4 wkt, 60 overs) 272, R I Dawson, C A Walsh, M C J Bell, A M Babington and A M Smith did not bat.

**FALL OF WICKETS** 1-35, 2-11, 3-17, 4-23, 5-24, 6-23, 7-23, 8-23, 9-23, 10-23, 11-23, 12-23, 13-23, 14-23, 15-23, 16-23, 17-23, 18-23, 19-23, 20-23, 21-23, 22-23, 23-23, 24-23, 25-23, 26-23, 27-23, 28-23, 29-23, 30-23, 31-23, 32-23, 33-23, 34-23, 35-23, 36-23, 37-23, 38-23, 39-23, 40-23, 41-23, 42-23, 43-23, 44-23, 45-23, 46-23, 47-23, 48-23, 49-23, 50-23, 51-23, 52-23, 53-23, 54-23, 55-23, 56-23, 57-23, 58-23, 59-23, 60-23, 61-23, 62-23, 63-23, 64-23, 65-23, 66-23, 67-23, 68-23, 69-23, 70-23, 71-23, 72-23, 73-23, 74-23, 75-23, 76-23, 77-23, 78-23, 79-23, 80-23, 81-23, 82-23, 83-23, 84-23, 85-23, 86-23, 87-23, 88-23, 89-23, 90-23, 91-23, 92-23, 93-23, 94-23, 95-23, 96-23, 97-23, 98-23, 99-23, 100-23, 101-23, 102-23, 103-23, 104-23, 105-23, 106-23, 107-23, 108-23, 109-23, 110-23, 111-23, 112-23, 113-23, 114-23, 115-23, 116-23, 117-23, 118-23, 119-23, 120-23, 121-23, 122-23, 123-23, 124-23, 125-23, 126-23, 127-23, 128-23, 129-23, 130-23, 131-23, 132-23, 133-23, 134-23, 135-23, 136-23, 137-23, 138-23, 139-23, 140-23, 141-23, 142-23, 143-23, 144-23, 145-23, 146-23, 147-23, 148-23, 149-23, 150-23, 151-23, 152-23, 153-23, 154-23, 155-23, 156-23, 157-23, 158-23, 159-23, 160-23, 161-23, 162-23, 163-23, 164-23, 165-23, 166-23, 167-23, 168-23, 169-23, 170-23, 171-23, 172-23, 173-23, 174-23, 175-23, 176-23, 177-23, 178-23, 179-23, 180-23, 181-23, 182-23, 183-23, 184-23, 185-23, 186-23, 187-23, 188-23, 189-23, 190-23, 191-23, 192-23, 193-23, 194-23, 195-23, 196-23, 197-23, 198-23, 199-23, 200-23, 201-23, 202-23, 203-23, 204-23, 205-23, 206-23, 207-23, 208-23, 209-23, 210-23, 211-23, 212-23, 213-23, 214-23, 215-23, 216-23, 217-23, 218-23, 219-23, 220-23, 221-23, 222-23, 223-23, 224-23, 225-23, 226-23, 227-23, 228-23, 229-23, 230-23, 231-23, 232-23, 233-23, 234-23, 235-23, 236-23, 237-23, 238-23, 239-23, 240-23, 241-23, 242-23, 243-23, 244-23, 245-23, 246-23, 247-23, 248-23, 249-23, 250-23, 251-23, 252-23, 253-23, 254-23, 255-23, 256-23, 257-23, 258-23, 259-23, 260-23, 261-23, 262-23, 263-23, 264-23, 265-23, 266-23, 267-23, 268-23, 269-23, 270-23, 271-23, 272-23, 273-23, 274-23, 275-23, 276-23, 277-23, 278-23, 279-23, 280-23, 281-23, 282-23, 283-23, 284-23, 285-23, 286-23, 287-23, 288-23, 289-23, 290-23, 291-23, 292-23, 293-23, 294-23, 295-23, 296-23, 297-23, 298-23, 299-23, 300-23, 301-23, 302-23, 303-23, 304-23, 305-23, 306-23, 307-23, 308-23, 309-23, 310-23, 311-23, 312-23, 313-23, 314-23, 315-23, 316-23, 317-23, 318-23, 319-23, 320-23, 321-23, 322-23, 323-23, 324-23, 325-23, 326-23, 327-23, 328-23, 329-23, 330-23, 331-23, 332-23, 333-23, 334-23, 335-23, 336-23, 337-23, 338-23, 339-23, 340-23, 341-23, 342-23, 343-23, 344-23, 345-23, 346-23, 347-23, 348-23, 349-23, 350-23, 351-23, 352-23, 353-23, 354-23, 355-23, 356-23, 357-23, 358-23, 359-23, 360-23, 361-23, 362-23, 363-23, 364-23, 365-23, 366-23, 367-23, 368-23, 369



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# THE TIMES SPORT

THURSDAY JUNE 25 1992

Fifth seed knocked out in second round

## Sánchez finds Halar has too much power

BY ANDREW LONGMORE  
TENNIS CORRESPONDENT

OLYMPIC preparations can begin a little earlier than she had planned after a surprise second round defeat for Arantxa Sánchez Vicario at Wimbledon yesterday. The Spaniard was beaten 6-3, 2-6, 6-3 by the Frenchwoman, Julie Halar, in a rumbustious match which delighted and enthralled the capacity crowd on court one for a shade under two hours.

In general, upsets are few and far between in the women's singles in the opening week of a grand slam tournament, but Halar showed surprising steel and power to post the first real shock of these championships. Sánchez Vicario is the No. 5 seed and, though still a little hit or miss on grass, is a doughty fighter and, in many ways, a female version of Michael Chang. But, as the American found out the day before, an ability to scramble and a fighting spirit is often not enough on grass.

Halar is an artist in her spare time and appears to have a gentle artistic nature. Though she has reached as high as No. 18 in the rankings, she has tended to fall apart in the face of the very best. But she came to Wimbledon well prepared. "I have been practising at Wembury for the past week and on grass in France in the week before I came," she said. "I have been working to improve my serve and my volley and I can now go to the net with more confidence."

She had shown some promise



Results, page 33  
Costa beaten page 33

is on grass before, being runner-up at junior Wimbledon in 1987, and showed quite the right attacking instincts in the first and third sets yesterday.

Hitting her forehands with surprising power for such a slight woman, she kept the Spaniard pinned to the baseline in the opening set, which she took with three breaks, and, though the No. 5 seed responded with typical belligerence in the second, Halar refused to be rattled and stuck to her game plan.

With Halar coming to the net whenever possible and the Spaniard producing her considerable repertoire of drop shots, lobs and passes, the final set produced the best tennis of the championships. Both girls were pulled hither and thither with ever tighter angles, but, surprisingly, it was Halar who proved the tougher.

"It was one of the best victories of my career," she said. "It's the first time I've really played well on the grass court. I knew I had a chance because I was playing very well and there was no pressure on me. This is not her best surface."

Sánchez Vicario can now turn her mind fully to the biggest priority of her year, winning Olympic gold in her home town of Barcelona. Typically, she did not use that as an excuse for her failure. Her expectations on grass are not yet as high as they should be as her chequered record shows. She has reached the quarter-finals twice and been knocked out in the first round three times.

"I am not that disappointed," she said. "Anything can happen on this surface. She had a good day and I wasn't



Sánchez Vicario: loser

100 per cent there. Maybe I should have attacked more at the end."

Halar was not the only Frenchwoman on the rack yesterday. Her compatriot, Nathalie Tauziat, found herself 3-1 down to the young Ukrainian, Natalia Medvedeva, in the second round. Medvedeva is the sister of Andre Medvedev, who played so well to reach the quarter-final of the French Open in Paris, and she has the same confidence, the same power and the same style, if not quite the same stamina. Faced with the prospect of beating the No. 14 seed, she started to freeze and then run out of steam.

From being a break down in the final set, Tauziat won five straight games, serving strongly and mixing her game up well. In contrast, Medvedeva tried to do things which were beyond her scope and she paid the price. Tauziat winning 7-5, 2-6, 6-3.

Four other seeds — Mary Joe Fernandez, Anke Huber, Katerina Maleeva and Monica Seles — reached the third round without mishap. On paper, the No. 1 seed should have had more trouble with the Belgian, Sabine Appelmans, but she simply proved too powerful on the day, while Fernandez, the No. 7 seed, had a tough first set against Nanne Dahlman, of Finland, before coming through to a third round match against Amy Frazier, 7-5, 6-2.

Andre Agassi, of the United States, is to appeal against a code violation handed out during his first-round match with the Russian, Andrei Cheshkov, on Tuesday night. "I didn't feel I said anything that offended anybody, because I didn't think anybody heard," the twelfth seed said. He did admit losing his temper and swearing in the 5-7, 6-1, 7-5, 7-5 victory.

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Double take: Halar has her eyes on victory at Wimbledon yesterday

## Drug testing to be introduced

BY JOHN GOODBODY

WIMBLEDON will introduce a proper drug-testing programme next year. A meeting yesterday at the All England Club agreed that there should be testing shortly at all leading international tournaments in Britain, using the protocol of the International Olympic Committee (IOC) as tennis is now an Olympic sport.

The move follows comments by John McEnroe and Steffi Graf, accusing some players of having taken drugs to improve their performances. Graf, who pointed out that she had never been tested, said she wanted more tournaments to be subjected to random sampling.

The meeting was attended by representatives of the International Tennis Federation (ITF), the Association of Tennis Professionals (ATP), the Women's Tennis Association (WTA) and the Lawn Tennis Association (LTA) and the Sports Council. Jim Cochrane, a member of

the medical commission and management committee of the ITF, said: "A very open discussion took place. There will be further talks to clarify the situation. However, within a very short period there will be a drug-testing protocol in place based on the IOC procedure."

Cochrane, who chaired the meeting, described the attitude of the players' representatives as "very positive". Their biggest worry was the confidentiality of the player.

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The meeting was attended by representatives of the International Tennis Federation (ITF), the Association of Tennis Professionals (ATP), the Women's Tennis Association (WTA) and the Lawn Tennis Association (LTA) and the Sports Council. Jim Cochrane, a member of

the medical commission and management committee of the ITF, said: "A very open discussion took place. There will be further talks to clarify the situation. However, within a very short period there will be a drug-testing protocol in place based on the IOC procedure."

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BOOKS p5  
Black dogs of  
evil: the new  
Ian McEwan  
novel



# LIFE & TIMES

THURSDAY JUNE 25 1992

APPOINTMENTS  
Eleven pages  
of top  
managerial  
jobs



## Tuning up for the singsong

National Music Day should be more than a cheap way for the government to present itself as a music patron, says George Hill

**A** national day on which we are all told to rejoice about some art or pastime or commodity is a day when longstanding lovers of what ever it is are apt to feel an overwhelming impulse to duck out. The worthier the objective, the more one cringes at the invitation to an orchestrated nationwide *allegro vivace*.

At this moment the batons of a thousand conductors throughout Britain are impishly raised to bring us all in on the beat for Sunday's National Music Day. The day has all possible claims to worthiness being backed by the government and by Mick Jagger.

The impulse to play Scrooge is all the stronger on this occasion because some areas of the world of music in Britain are in the throes of grief and uncertainty. A day of celebration at a time like this must seem to many musicians to have rendered the hollow ring of a *dance macabre*.

Publicists claim that Sunday's feast of song is the first day officially dedicated to music in this country. Their memories are short: an attempt was made to foist the same concept on us in 1985, as the climax of the Council of Europe's "European Music Year". It founded on weaknesses in organisation and British mistrust for regimented jollification. The new celebration seems likely to be more successful in refurbishing Britain's claims to be a musical nation. The nationwide list of musical events, now stands at 1,548.

The 19th century German sneer that this country is "a land without music" was never true, even at our low point of musical provincialism in the last century, and it is certainly not true now. But a feeling of inequality is kept alive if only by the prominence of German composers in the concert programme, and by awareness of the far higher levels of public subsidy that professional music enjoys in Germany today.

These feelings are especially high at present, as insecurity rises over expected changes in public funding for the professional arts. Covent Garden, forced by low subsidies to raise prices to levels where it is vulnerable to charges of being elitist, has long been engaged in a depressingly fruitless search for a standard adequate for the present day needs of an opera and a ballet company. London orchestras were until recently uncomfortably jostling for the capital's limited outlets

All this is to be organised on what

the European Community would

call the principle of subsidiarity.

The day's events are being co-ordinated by the impresario Harvey Goldsmith and for a £5 registration fee from the organisers of each event, Mr Goldsmith's small team



More than just a gimmick: Sunday promises to give many people a great deal of fun, but it also raises questions about the quality of teaching for future players

provides posters and promotion, and adds the event to the list. Beyond this, the individual organisers will be left to their own devices, bearing their own losses and sorting out their own disasters.

On this occasion, as in 1985, the originator of idea is Jack Lang, the perennial French minister for culture, who beat the ear of Mr Jagger in France last year. Mr Jagger in turn beat that of Timothy Renton, the then arts minister, who forthwith committed his successor, David Mellor, to a day of concerted harmony this Sunday.

"It is meant to be populist and fun and not too terribly serious," says Mr Renton, who will spend a day of the day floating in a hot air balloon over his constituency, with two trumpeters from local schools to send fanfares ringing across Haywards Heath. "If the day is well supported, I hope it will become a fixture in the calendar."

The government put up a small grant of £100,000. Commercial sponsors including Coca-Cola and Carling Black Label are providing publicity and support for major performances. But publicity for the day has been muted because the advertising and pop industries failed to offer support on the scale hoped for.

Some events, including an Albert Hall concert in tribute to Richard Rodgers, and a presentation of

Handel's *Messiah* at Olympia with a cast of thousands, have had to be cancelled or postponed because bookings have proved disappointing. Others, including the Wembley and Glasgow concerts, were planned long before there was any thought of designating a national day. Something of a publicity clash arose after the day was fixed, when date only three days later was chosen for the launch of the six-month European Arts Festival.

John Major's initiative to mark Britain's presidency of the European community.

"The two festivals are totally separate," Mr Renton says. "We had almost no choice, because we attached special importance to choosing Sunday on which schools could easily take part. The presence of so many schools in the day's programme shows how strong the musical life in our schools is, in spite of all the worries and glooms about music teaching."

The place of music in schools is one of the darker shadows in a national musical landscape which many musicians see as having greatly improved over the years, in spite of recent anxieties. "These are great times to be involved in music," says Clive Gillinson, the managing director of the London Symphony Orchestra at the Barbican. "The quality of music making in this country is phenomenal. Our

audiences have been going up and up, and they are far more ready than they were to accept challenging work."

Sir John Manduell, the principal of the Royal Northern College of Music, shares this optimism. "On a comparative basis, we are healthier musically than many other countries. That is something which depends on continued positive encouragement from public as well as private sources."

Charles Morgan, the campaign officer for the National Campaign for the Arts, which has been monitoring the effects of local spending cuts on music teaching in state schools, takes a less optimistic view. "Music has been written into the national curriculum, but only up to the age of 14," he says.

"Schools will be under pressure to concentrate on the subjects where all pupils will be carrying on to exam age."

Many musicians fear that music has been given a place in the curriculum at a time when resources to implement its new status are ebbing away. Instrumental teaching is especially at risk, for few schools can justify employing a teacher of their own. Shared arrangements have grown up, which have suffered heavily in budget cuts. Manchester, North Tyneside

and others have cut their manpower in this category by half; Derbyshire has cut its service altogether.

Advanced and experimental provision is most vulnerable of all. For ten years the well-known Tower Hamlets strings project has brought pioneering methods in strings tuition to 700 primary school children a year in some of London's most deprived boroughs. "We have had to halve our hours of tuition and have ceased to train new teachers," says Robert Neden, the manager of the project. "Without new blood, the whole thing could fizzle out next September."

Music in state schools has been one of Britain's greatest educational success stories over the past 20 years. Teaching has helped to bring down barriers between the classical mainstream and ethnic music and jazz. Continental youth orchestras have to put quotas on their numbers of British players, to give other partners a chance.

National Music Day may itself bring benefit to schools music in future years, for a charitable trust has been formed in the hope that there may one day be revenues which can be ploughed back into music teaching.

"Sponsors have quite understandably hung back this year," Mr Renton says. "If anything, we probably have a small deficit at this stage. But if they see it brings

worthwhile publicity, they may decide that it's good news. Then we might be able to endow music scholarships, or fund instruments for loan."

But that is for the future, speculative and probably limited in scale at best. Most of the school groups and ensembles which will perform on Sunday will be demonstrating the success of a system which many see as under threat here and now.

On the surface, National Music Day is a day of populist fun, and an opportunity for the government to present itself as a patron of music relatively cheaply. But the image of a whole nation making music together embodies a truth which goes deeper than gimmickry. Love of music is very nearly universal. The potential ability to perform it at a more or less presentable standard is almost as widespread. It would be a tragedy if the first national day designed to affirm that Britain is not "a nation without music" proved to mark a high point of achievement from which later years are only able to register a melancholy decline.

**TOMORROW**  
Richard Cork on  
Spain's greatest  
living painter

**ANC urges  
Olympic  
withdrawal**

## A time to splice and a time to split

PRIVATE LIFE: John Diamond on bad reasons for marriage

ers into the pews with a cheery "You just carry on, but I hope you don't mind a couple of quick verses of *Come, Ye Faithful, Raise The Strain*" is the theological equivalent of a football referee letting Gazza on to the pitch kitted out in cricket pads and waving a hockey stick. I'm sure that those who repent before marriage have a better chance at it than those who spend their marriage repenting, but then repenters have a different chance at all sorts of things than the rest of us.

The explanation? Not religion, surely: any vicar will tell you that most modern white weddings consist of family groups wandering up and down the road in hired frock coats asking strangers whether that gloomy stone building with the pithy bit on the roof is a thong, you know, church.

This week the Rev Edward Pratt, who gathers his flock in Hampshire, announced that he would only marry those cohabiting partners who repent the sin of cohabitation at the altar. Mr Pratt gets no argument from me: that's what churches are for. It's always struck me that the idea of vicars waving fornicators and oxen-cover-

number at Moss Bros and then hunt round for a partner to go with it?

Sad though the statistics are, the reason that good cohabitantes make lousy married couples is a matter of bathos rather than pathos. The old-fashioned couple, the ones who meet outside the Gaumont on Tuesdays and the wine bar on Saturdays, the ones whose pre-marital sex life was confined to whatever little you can get away with in a street-parked Sierra, have something to look forward to. They leave their parents' home on the morning of the wedding as children and climb into bed that night as adults. There's so much to play with, and all at the same time: the new house, the giggling joint washing-up sessions, the bed, the

round to the register office, listen to our mates making faux-ironic jokes about what well be getting up to tonight, ho-ho, and then come back and do last night's washing-up. We try out the new Mr and Mrs names for a day or two, then realise that our joint chequebook and the mortgage deeds are in the old names anyway, and go back to them.

We've done chequebooks a dozen times and deciding on the new paint for the hall a hundred. There is nothing new you can tell us about the socks-on-the-bathroom-floor conundrum: the whose-turn-is-it-Waitrose mantra is one that we already know by heart. While newlyweds can set sail on their magical voyage of discovery, our own marital plans mean we are

stuck on the Woolwich ferry arguing about who forgot to bring the packed lunch.

So why do we do it? Nine times out of ten we get married because that's the last thing we should do. I can name a dozen marriages I've been to in the past few years where the ceremony is the only reasonable alternative to splitting up, and where for a hopelessly optimistic moment both parties have convinced themselves that being forced to stay together by decree of the town clerk is preferable to depressing decisions about which party gets the Hendrix records and which gets stuck with Abba. Show me a ten-year relationship waiting in line at the register office and I'll show you a couple toasting each other in halves of Drambuie at the Last Chance Saloon.

Marriage for cohabitantes is a version of all those things that the

— in Mr Pratt's terms — honestly married do, but cheaper. Married couples whose marriage is getting a little frayed around the edges go on second honeymoons, or move house, or have another child, all of which inject some new vigour into their joint life. Unmarried couples get married, which doesn't. Sometimes, it is true, unmarried couples try using the married tactics instead of marriage: ask all those men doing Saturday duty at the local McDonald's how long they lived with the child's mother before they agreed that now was no less a wrong time than any other to have a baby.

There are, I know, exceptions — those who have reached a point in their unmarried state where they need to announce to the world that they are as one, and could the old boyfriends take the hint please and stop phoning up. But then again, I guess that those who have reached that state after all those years of living together are the ones who need the institution of marriage least of all.



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Cinema: Geoff Brown on *The Player*, *Gladiator*, *Ladybugs* and Guy Maddin's films at the ICA

# Hollywood can take a joke

**M**ove over, *Sunset Boulevard*. Anyone wishing a dark comic satire on Hollywood's ways should now watch *The Player* (Odeon, Leicester Square, Screen on the Hill, 15). Right from the opening moments, Robert Altman's film of Michael Tolkin's novel grabs the audience by the eyeballs. In one magnificent, uninterrupted eight-minute shot, the camera weaves with a rattlesnake's stealth through the offices and windows of a Hollywood studio. Real-life film-makers Buck Henry and Joan Tewkesbury pitch storylines: an absurd sequel to *The Graduate*, a Goldie Hawn venture described as a cross between *Out of Africa* and *Pretty Woman*. Japanese tourists make their rounds: the mail man collapses. And Tim Robbins's studio executive, Griffin Mill, sits at his desk, secure in his power, glib and preening, cock of the walk.

But not for long. Someone is sending him hate mail. One set of postcards bears the message, "In the name of all writers, I'm going to kill you!" Convinced he has identified the miscreant (a subtle-chinned author of unproduced scripts), Mill tracks down his suspect to a Pasadena revival house and accidentally kills him in a parking lot. To make the plot merrier, he then begins dading the writer's girlfriend, an artist glorifying in the Icelandic surname of Guðmundsdóttir, tantalisingly played by Greta Scacchi. Meanwhile, the hate mail continues. Mill's nerves start to jangle, and his position at the studio comes under threat.

With a murder, a corpse and a quaking hero in position, Tolkin's story — written in the late Eighties, when he was himself an unproduced screenwriter — gradually slides down conventional paths. Some of the tension Altman builds up starts to sag. Yet nothing can dim the gleeful spotlight on Tinseltown's flora and fauna: the hustlers, the posers, the profit-driven executives who connive, stab backs, flock to Alcoholics Anonymous meetings ("That's where all the deals are being made these days!") and along the way give the green light to those mindless movies regularly reviewed in this column.

At the press conference following its Cannes Festival screening last month, Altman asserted, "We were making a political statement... about western civilisation and greed and people who take, take, take." Perhaps so; but most audiences will be satisfied enough witnessing modern Hollywood writhing so amusingly under the sadist's knife.

Hollywood has enjoyed the spectacle except, apparently, for one studio executive who remains convinced that he supplied the model for the leading role.

To rub salt into the wounds, some 65 film luminaries appear as themselves largely caught on the run, socialising. Blink during one party sequence and you miss Rod Steiger, Harry Belafonte, Jack Lemmon and Marlene Dietrich. Burt Reynolds pro-

Tim Robbins as the titular film studio executive, with "tantalising" Greta Scacchi as his girlfriend, in Robert Altman's *The Player*

nounces Griffin Mill an "asshole". Julie Roberts and Bruce Willis appear, hilariously, in a film-within-the-film, *Habeas Corpus*, a monument of fauity to rival the recent *Shining Through*.

This deluge of familiar faces occasionally poses problem. When the director Sydney Pollack appears, for instance, is he playing himself or just acting a part? The confusion proves momentary: he is a character. So is Whoopi Goldberg, surprisingly cast as a Pasadena police detective, who unhinges Mill in a brilliant scene, spicing her interrogation with zany backchat and a frenzied search for sanitary supplies.

At the film's centre, though, lies Tim Robbins (awarded the Best Actor prize at Cannes). His actions might be callous and amoral, but Robbins, tall and boyish, never pains Griffin Mill with devil's fangs. Bland and smiling, he appears almost sympathetic just an empty vessel for Hollywood's dreams of money, sex and power.

For Altman, winner of Cannes' Best Director prize, the film is a particular triumph. A Hollywood

outsider, spurned by the studios since the failure of *Popeye*, 11 years ago, he bounces back, daggers drawn, with a work swirling with the kind of free-wheeling energy unseen in his films since the glory days of *M\*A\*S\*H* and *Nashville*. For Tolkin, too, *The Player* stands as a landmark, and obliterates memories of his inchoate script for the skateboarding drama *Gleaming of the Cube*.

Hollywood's real-life executives have been hard at work, recycling old plots to suit modern requirements. Take *Gladiator* (Odeon West End, 15), a tawdry, long-winded tale of teenaged pugilists on Chicago's South Side. Fifty years ago, the stars would have been the Dead End Kids, and we could all have gone home after an hour and a quarter. Now we must fidget through 101 minutes while James Marshall (*A Twin Peaks* regular) practises his vacuous stare, and the soundtrack unleashes a CD's worth of rock and rap.

Marshall plays a new white boy in a predominantly black school. His fierce pair of fists lead him to the

illegal boxing games run by Brian Dennehy, who delights in exploiting inter-racial tension. The script's punches are well telegraphed that the film knocks itself out long before the final bell. The director, so appropriately named, is Rowdy Herrington.

*Gladiator*, however, seems a jewel alongside *Ladybugs* (MGM Trocadero, PG), this week's candidate for the worst film in history. Even on a good day, pop-eyed, jittery stand-up comedian Rodney Dangerfield rarely hits the heights. Given his present script, audiences should expect the festive atmosphere of a mausoleum in winter. To ingratiate himself with his tycoon boss, Dangerfield coaches a girls' soccer team basking in amnesia and the horrors of the first world war. Old footage is cannibalised; po-faced intertitles puncture the action. Madeline veils his characters in an extraordinary cloak of snow, smoke and grainy images; he seems to be parodying not merely silent movies, but bad, fuzzy prints of silent movies. This is film-making at the edge of madness: infinitely bizarre and precious in a conformist age.

After such stupidities, we turn with relief to the ICA's season of surreal cinema, *Scandal, Eros and Revolt*, and the work of Guy Maddin, a Canadian film-maker from Winni-

peg with a growing underground reputation. *Imagining David Lynch's Eraserhead* remake by Edward D. Wood, Hollywood's king of the Golden Turkeys, and you get a whiff of the demented spirit behind *Tales from the Gimli Hospital* (1988), showing until Sunday. In a Manitoba hospital, during a smallpox epidemic, two patients trade impossible tales of Icelandic folklore and necrophilia. Vintage popular music and images indebted to silent cinema contribute to the dream-like state.

*Archangel* (1990), showing from Sunday to July 2, is more potent still: a moonstruck homage to cinema artifice, with a love-torn trio (one Canadian soldier, one Belgian aviator and a Russian nurse) basking in amnesia and the horrors of the first world war. Old footage is cannibalised; po-faced intertitles puncture the action. Madeline veils his characters in an extraordinary cloak of snow, smoke and grainy images; he seems to be parodying not merely silent movies, but bad, fuzzy prints of silent movies. This is film-making at the edge of madness: infinitely bizarre and precious in a conformist age.

## TELEVISION REVIEW

### Tales from the cryptographers

George Blake, the British double agent.

Interestingly, the Soviets went on using telephone lines for secret traffic even when they knew that we knew, although we didn't know that they knew that we knew. Try to keep up at the back. They did this, so a former KGB man said, because the tapped-in traffic was military information and Moscow knew there would never be another war. Moscow was more interested in protecting Blake than protecting military secrets.

Whatever the disasters that from time to time befall secret organisations, it cannot be true that all intelligence gathering is a waste of time. But cock-ups from the distant past have a tendency to leach out more freely than successes, and of course they make for good television reconstructions. Viewers of this series will need to be accompanied by an intact sense of proportion.

Perhaps the best moment last night was a 1951 Ronald Reagan commercial for Radio Free Europe, then a CIA front, in which the great actor did not mention that the donations he was asking for would soon be used to broadcast to the crushed people of Hungary, encouraging them to rise up against the Soviets.

One Hungarian general took the broadcast to mean that the Americans would come to Hungary's aid, and had to flee for his life when the hope proved naive. One was reminded of George Bush (a former CIA director) calling upon the Kurds to bloody the nose of Saddam Hussein, but not of course, with American help. A lot has changed in 40 years, but as much has stayed the same.

PETER BARNARD

## ARTS BRIEF

### Beat a path to W12

THE Bush Theatre in west London is celebrating its twentieth anniversary this summer with rehearsed play readings of some past successes on Sunday evenings. Where possible the original casts are being re-assembled, as they have been for Doug Lucie's *Progress* this Sunday at 8pm (081-743 3388). All seven members of the 1984 cast, including Lindsay Duncan and David Bamber, will re-create Lucie's sharply observed world of Kilburn liberals and consciousness-searching men's groups. On Sunday, July 12 Simon Callow and Martyn Rylance meet again in *Kiss of the Spiderwoman*.

#### Croydon calling

CROYDON may not have quite the literary clout of Hampstead, but the South London Playwriting Festival run by the Warehouse Theatre, situated next to East Croydon BR station, has launched several fine new plays. Previous winners include Kevin Hood (*The Last Chance* . . .

ONE half of the piano duo, the Labéque Sisters, Katia Labéque has been indulging her taste for jazz in guest appearances with the guitarist John McLaughlin. Labéque plays solo as well as with McLaughlin's trio, whose repertoire uses rhythmic motifs derived from Indian music. Concluding this year's Silk Cut City Jazz season, they are at Colston Hall, Bristol (0272 223682) on Saturday, City Hall, Sheffield (0742 735295) on Sunday and the Corn Exchange, Cambridge (0223 357851) on Monday.

### FESTIVAL PREVIEW

### Accordions and a late licence

Music festivals. Joanna MacGregor tells Barry Millington, should be eclectic and user-friendly, like her own Platform 2

When the Almeida Festival in Islington founded last year, there was much lamentation in the contemporary music world. Nothing, it seemed, could be done about saving this remarkable celebration of the new and the strange. But one devotee was not content to accept passively its demise. The pianist Joanna MacGregor rang round some friends and within three days she and her collaborator Alasdair Nicolson had an alternative festival on their hands. The Arts Theatre, conveniently available at the time, provided the venue, the artists all gave their services, and Platform 2 was judged a resounding success.

So successful was it that MacGregor and Nicolson Talking to MacGregor about Platform 2, it is not difficult to see how she has managed to persuade so many people to pledge support. Extending enthusiasm as well as good sense, her delight at the possibility of luring (she hopes) new audiences to these events is infectious. Even the lack of a discernible theme seems attributable to her desire to cram in as much as possible for the widest range of tastes.

There will be two roller-coaster events. A New Music Marathon at St Martin-in-the-Fields (the festival's second venue) offers music by John Taverner (including the London premiere of *Thunder Entered* for choir, organ and bells) from the Dufay Ensemble, two further London premieres from the Ixion Ensemble, recitals for voice and for the classical accordion, ending after midnight with a candlelit performance of Stockhausen's atmospheric



Joanna MacGregor: "it's important to be comfortable"

six-singer piece, *Stimmung*. The other marathon is a day-long percussion event at the ICA which includes a workshop for youngsters, led by the poetically named Ensemble Bash, followed by a series of demonstrations of the real thing, including music by Reich, Xenakis, Cage and the festival's composer-in-residence, Poul Ruders. Each of the concerts lasts about an hour, so "for kids it would be ideal," suggests MacGregor.

"It will be spectacular for them because there are so many instruments involved."

A more recherché evening is promised from George W. Welch: nor an individual, but, in MacGregor's words, "a surreal bunch of people, who play Satie, Gavin Bryars kind of music." They will be providing a live soundtrack for three classic films, including Hans Richter's *Ghosts Before Breakfast* (1928), with its memorable sequence of levitating bowler hats, and René Clair's *Entr'acte* (1924), whose cast includes Satie, Marcel Duchamp and Man Ray, no less.

Platform 2 kicks off with an event that epitomises the festival's offbeat character. It is a duo recital given by James Crabb and the Dane Geir

Draugsvoll on their classical accordions. There is "a burgeoning of classical accordion playing, especially in Scandinavia," says MacGregor.

She heard Crabb perform for the Park Lane Group and told him: "You've got to come and play." He offered to bring his duo partner and the result is a programme with such intriguing titles as "Views from a Dutch Train" and "How to play in D major without caring about it". But the highlight must be their own arrangement for two accordions of Stravinsky's *Petrushka*. "It'll be incredible," says MacGregor. "It's such a wild instrument, the classical accordion — but two of them!"

The choice of the ICA as chief venue was integral to the enterprise. MacGregor likes the encouragement of cross-over of the arts. The application for a late licence was also a priority. "If people are going to go to two or more concerts in a day, it's important to have a place where they can eat, drink and be comfortable — otherwise you attach so much misery to going to concerts."

Platform 2 is at the ICA, Nash House, The Mall, SW1 (071-930 3647) and St Martin-in-the-Fields, Trafalgar Square, WC2, from Monday to July 5.

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Jean-Pierre Coffe detests unnatural food as much as the French public adore him, Josephine Akrill reports

## Crusader who knows his onions

THE TIMES  
PASSPORT TO  
FRANCE

HAPPINESS for Jean-Pierre Coffe is a few fresh mackerel simmered in a little muscadet, while a *tartine* spread with homemade jam, he declares, is "poetry on toast".

Mouthwatering eloquence is the trademark of France's latest screen idol, who insists that *"la bonne vie ne coûte pas cher"* (the good life is not expensive). Armed with FF200 and a wicker basket, his Friday-morning shopping-spree in local markets all over France are cult viewing for the millions of drooling *présentateurs* who tune in to Canal Plus's lunchtime chat show, *La Grande Famille*.

Nicknamed the "Zorro de la Grande Bouffe", the 50-year-old former actor leads a single-handed crusade in the name of *le bon goût*, waxing lyrical between puffs of a fat Epicure cigar, on the humble *andouillette*, and dismissing beaujolais nouveau as the "Ben Johnson" of French wines, while advising his viewers on how to choose good, untreated products in the marketplace.

Determined that *la bonne cuisine* should be available to everyone, M Coffe prowls the market-stalls of France from Bordeaux to Strasbourg and Lille to Aix-en-Provence, intent on producing a weekend's-worth of gourmet eating for four people, at a mere FF50 a head, *vin non compris*.

Stout, balding and bespectacled, with a monkish halo of grey hair, M Coffe is an unlikely screen star in fashion-conscious France, yet he is daily mobbed in the streets by fans brandishing his latest book, *Au Secours le Goût*.

The passionate debates that ensue range from *foie gras* to frozen peas. "Believe me, I'm not running a campaign against frozen food," insists M Coffe to an enraptured audience. "But you really must learn not to pop in on the *coiffeur* on the way home from the shops, and expect your *petit pain* to survive the heat. *Un peu de respect!*"

Practicality mixed with a touch of the *dramatique* — he acted alongside Jeremy Irons in *Swan in Love* — is the key to M Coffe's suddenly withdrawn millions of



Jean-Pierre Coffe, the unlikely star: "To be deprived of flavour is to be deprived of your liberty"

success. He won the coveted spot on Canal Plus, where the audition recipe called for coquilles St-Jacques, by turning up with a plastic bag full of shelled coquilles, culinary blasphemy in the eyes of other stiffly starched candidates, who arrived with truckloads of untouched shellfish. "I said I lived in a sixth-floor *chambre de bonne* (garret) and couldn't be bothered to lug the empty shells downstairs. I talked like a housewife, and they loved it," says M Coffe, whose own culinary tastes are as unpretentious as his on-screen style.

He challenges his weekly guests, who range from Jack Lang, the culture minister, to local restaurateurs, to the *quatre repas pour FF200* test. A typical day's bounty, bagged at Nantes market, includes a kilo of local mackerel, a *canard Nantais aux navets et aux carottes* and a *tarte aux fraises* for Saturday, with a fragrant pot of *moules*, a *sauté de veau* and a *clafoutis aux mirabelles* — "une petite merveille", sighs a contented M Coffe jingling his change.

The cameras still rolling, M Coffe pounces on a nearby fruit and vegetable stall which displays a couple of his *bûches noires* — the stalkless cherries, chemically treated to lose its stem as it falls from the tree, and the pink Euro-endive, genetically engineered to produce its blushing colour and lose its distinctive bitterness. "Why not fluorescent pink?" he explodes.

"C'est incroyable — le goût est en peril!"

M Coffe, who receives 2,000 fan letters and clocks up hours of Mintel recipe consultation after a week, relishes exposing the scandals peppering the French food trade. His genial smile metamorphoses with alarming rapidity into a scandalised expression of *dégoût* for the phosphate-filled *jambon* and low-fat *saucisson* which he loathes dangerously across the television studio, to the alarm of other straight-laced *présentateurs*. French food manufacturers, well aware of M Coffe's gay abandoned penchant for proclaiming brand-names, ply him with offers. But Monsieur Bon Goût is not for sale, and his producers were once obliged to grit their teeth as a famous brand of *crème glacée* suddenly withdrew millions of

francs of advertising after a few scathing words on the subject of the ice-cream industry. "To be deprived of flavour is to be deprived of your liberty," declares the unrepentant M Coffe. Even the French loaf is according to him, an endangered species: "I find it intolerable that in a boulangerie you can buy a baguette without knowing whether it's fresh or frozen. In the 14th century, the boulanger whose bread wasn't up to scratch had his stocks burned and was banned from production. If we did that today there wouldn't be any bread left to eat." Never one to do things by halves, he is currently planning a modest little volume entitled *Guide to 17 mil-*

*lion boulangeries in France* to add to his list of three best-selling books, a weekly column in *Elle* magazine, and a spot on a national radio station.

M Coffe brushes aside the suggestion that time may be of the essence when it comes to shopping and cooking. "Our grandparents had six years of leisure time during their lives — we have 23, and what do we do but sit in front of the television! Personally, I prefer a *blanquette de veau* to an American soap opera any day.

"Take a look at the figures — between '91 and '92, sales of cheeses made with unpasteurised milk went up by 12 per cent and those of non-industrial ham by 26

per cent. Two brands of plastic-packed lemons went out of business, and the bottom fell out of the entire fair-free market. I'd hate to breach the bounds of modesty, but I think my words may be having some small effect."

In September, M Coffe's culinary crusade gathers momentum, with televised trips to markets all over Europe and a twice-weekly programme trained on the taste buds of France's younger generation, which has been desensitised, he believes, by the decline of breastfeeding. "Every mother's milk has a unique taste, according to what she eats: *my breast*," he declares, "was full of flavour."

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## Jam today, but none tomorrow

FRANCE

### WHEN IN FRANCE

Later, I made the point to a fellow motorist as we watched a small force of tractors and harvesters occupying the crossroads immediately ahead of us.

"It's a show of strength. They don't mean us to take it personally."

The motorist wished they would explain that to the man he was supposed to be meeting in minutes. He stood rooted, glumly contemplating a wasted afternoon.

A demonstrator came over. How long would all this go on for? we asked. "It'll all be over by the end of the week. On Monday, we'll be back to normal."

"Meanwhile," grumbled the other motorist, "I've got to get to Nérac." He wasn't expecting a response but the young farmer was only too pleased to help.

"Pas de problème. You go back along this road and take the first turning on the right. It's not signed and it's very narrow but if you keep going you'll come to Astaffort and then you are back on the road to Nérac."

I couldn't help asking, "wouldn't it be easier to let us through?"

The young man was clearly shocked.

"Mais, non. That would be absurd."

In Astaffort there was another road block, this one manned by the gendarmerie. As each vehicle approached, its driver was given a briefing on the latest movement of traffic. So here we had a roadblock set up to advise drivers on the position of another roadblock further along the route.

Were we all crazy? The question was put to me by an English visitor who clearly felt the police were failing in their duty to keep open the public thoroughfares.

"Country ways are sometimes hard to understand," I said.

The cliché would have sounded more convincing if it had come from a *Gitanes*-smoking wisened rustic. But there weren't any of them around. They were in the fields making up for the time they had lost manning the road blocks.

BARRY TURNER

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Frick-Lutz, established in 1830 and arguably the best charcuterie in town, offers the wonderful varieties of sausages which, when served with choucroute (boiled pickled cabbage), form the basis for much of Alsatian cuisine.

Try cervelas, mettwurst or the local delicacy, saucisse de Strasbourg. Frick-Lutz, 16 Rue des Orfèvres (Tel 01 33 88 32 60).

SUSAN BELL

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## Passages of time

Tourists need to stay longer than  
one night, John Young discovers

**A**s one of Britain's biggest tourist attractions, Bath is in the big league of cities such as York, Oxford and Stratford-upon-Avon. The Roman baths alone attract more than a million visitors a year; tourism earns £120 million a year for the local economy — which comes to nearly £1,500 for each of the city's inhabitants — and is estimated to employ more than 3,000 people.

According to Denis Easterby, the director of tourism, about half the visitors are British and about a quarter each from North America and northern Europe, although there are growing numbers from Japan, Australia and New Zealand. But the American market is notoriously volatile, reacting immediately to any international crisis or perceived threat to travellers' safety.

At the beginning of last summer, for example, in the aftermath of the Gulf war, the number of visitors was 30 per cent down on the same period in 1990. But by the end of the season it had largely recovered, and this year shows an encouraging 8 per cent increase.

But, as with many other cities on the tourist route, most visitors are day trippers or stay no more than one night. That is perhaps understandable in the case of the British, but it is argued, if more foreign visitors could be persuaded that Bath is not a place that can be "done" in half a day and that they should adopt a more leisurely approach, local hotels, restaurants and shops

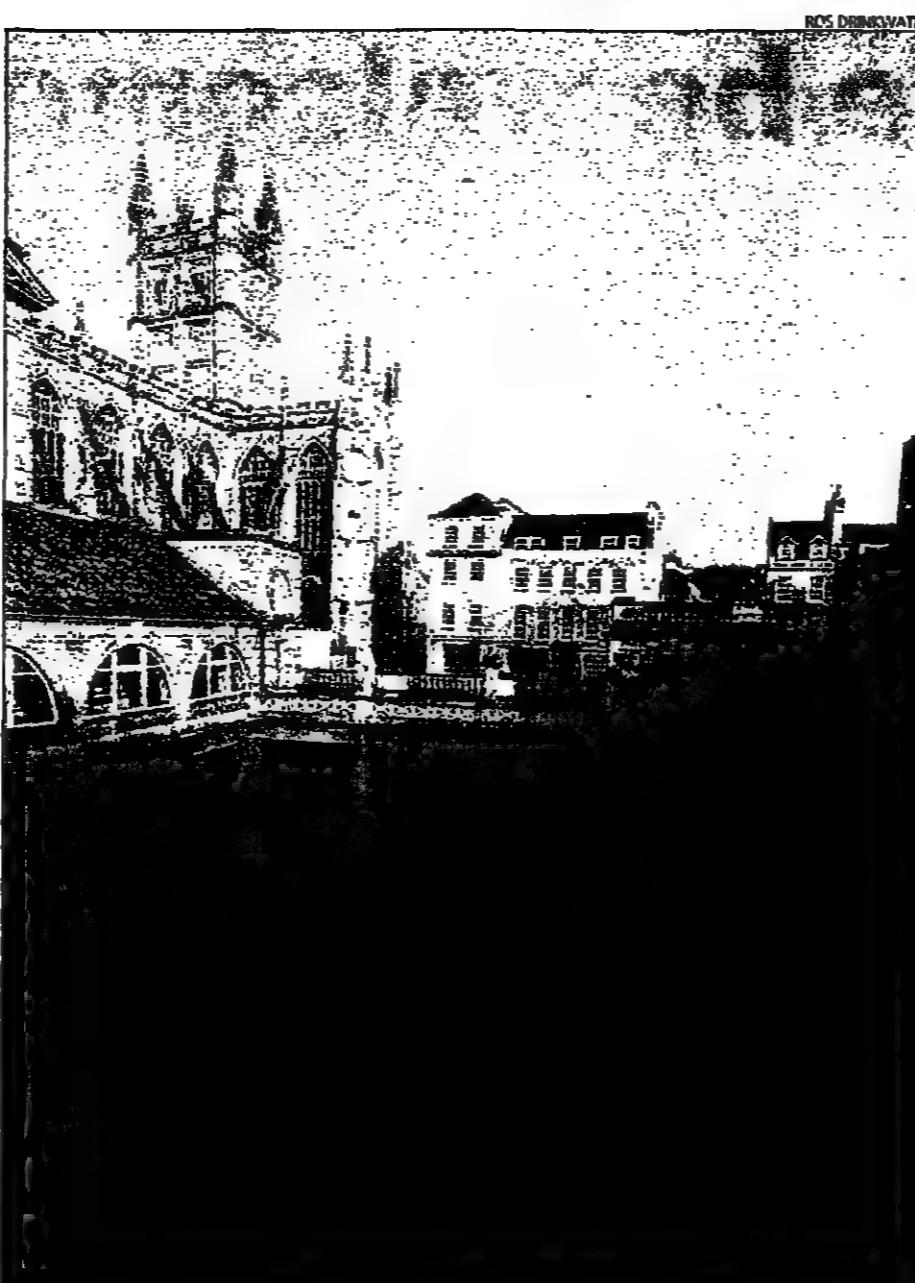
would benefit accordingly.

At present, of about two million visitors a year, three quarters come for a day or less and are estimated to spend about £30 million. In contrast, the remaining quarter, who stay longer, spend three times as much, although as a result of the recession there is a decided trend among visitors to seek cheaper places to stay.

A detailed study prepared for the city's marketing department indicates a considerable surplus of accommodation in the city and suggests that hotels, guest houses, bed and breakfast and self-catering apartments could all achieve a substantially higher occupancy rate through an aggressive campaign to attract more long-stay visitors. A new marketing strategy has been devised by Roger Simmons Design Consultancy, which emphasises Bath's unique character and its heritage, culture and architectural splendour.

A separate survey among British visitors indicates clearly that Bath's greatest appeal is to the middle-aged. About half the total are aged between 35 and 54, most of them couples; it is not generally seen as a place for families or young children.

The most popular attractions are the Roman baths, visited by 50 per cent of all tourists, the Pump Room (45 per cent), Bath Abbey (40 per cent) and the museum at 1 Royal Crescent (26 per cent). Almost all those questioned said they wanted to make a return visit, and over a quarter wanted to see more next time. Although there might seem



Architectural splendour: the Roman baths and the abbey are both in need of money

more than enough already for visitors to see and do, the authorities are anxious to restore Bath's position as a spa.

The Roman baths were closed to swimmers in 1978 after the discovery of an amoeba in the water supply from the hot springs which was considered a possible danger to human

health. Scientists now believe that this problem can be overcome, but it will require considerable investment.

Restoration of the magnificent abbey, blackened and corroded by pollution, is on target for completion to mark its 500th anniversary in 1999. An appeal under the patron-

age of the Prince of Wales aims to raise a total of £2,500,000. The local congregation has set out to raise £1 million of that through its own efforts, which goes to show that, even in this supposedly post-Christian age, Bathonians are deeply conscious of their inheritance.

## Learning the higher education ropes

IN THE higher education stakes Bath is making up for lost time. Although a natural university city, there was nowhere to take a degree until 26 years ago. John O'Leary writes.

Teacher training, home economics and art and design, in what is now the Bath College of Higher Education, gave the city its first taste of advanced courses. But it was not until

1966 that the university arrived, uprooted from its previous existence as a college of advanced technology in Bristol.

The move was the result of the enterprise of the city council, which came up with the university's spacious campus just as Bristol was demanding its premises back.

Bristol's loss has been Bath's gain, for the university has gained steadily in prestige. The A-level grades of its entrants are the fifth highest in Britain, and last year its graduates had the lowest unemployment rate of all the universities.

A new vice-chancellor arrives from the United States this summer — Dr David Vandelin, dean of engineering at Johns Hopkins

much of the last year, it seemed that this would include a merger with the college of higher education, but negotiations founders at the last moment.

The university's emphasis on research, exemplified in the appointment of 19 new professors in three years, eventually proved incompatible with the college's priorities in teaching. As a result, the college will pursue its own expansion plans and hopes to award its own degrees.

The college is waiting to hear whether it will be allowed to award its own degrees when the Council for National Academic Awards, its present validator, is wound up. As student numbers rise from 2,000 to 3,000, the college aims to concentrate its activi-

ties on its Newton Park campus, four miles west of Bath, running down its two city sites.

Newton Park, owned by the Duchy of Cornwall, boasts a Georgian mansion, an Elizabethan dairy and the tower of a medieval manor house.

The picturesque campus is home to the teacher education students, who represent the largest block of the college's work, as well as to the growing numbers of combined studies undergraduates.

The college's heritage in home economics and creative arts lives on in separate degree courses, while environmental science and food management have also been added. Future developments may include degrees in ceramics and graphic design, as well as a range of masters courses.

**Cutting edge: research is a university priority**

University in Baltimore. A number of other senior appointees are already in post and a rapid expansion is under way in the number of students, so the university stands on the verge of a new phase of development. For

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## Farewell to arms

Decline in the defence industry  
will have a  
damaging  
impact on  
employment

**T**he biggest shadow hanging over the economic future of Bath is the still unresolved reorganisation of the defence ministry's multifarious operations. The impact of the collapse of communism in the Soviet Union and eastern Europe, and the consequent perception that the West can at long last dare to lower its defences, will be felt in many parts of Britain, but nowhere more so than in the triangle formed by Salisbury Plain, the Dorset coast and the Bristol Channel.

Bath, of all places, might be seen as an unlikely fortress. But the defence ministry, mainly in the form of what used to be known as the Admiralty, has for the past 50 years been by far the city's largest employer. At present it provides about 4,500 jobs, which statistically account for about one tenth of the city's workforce, including those commuting from surrounding areas.

The government's recent decision to centralise defence procurement on a new greenfield site north of Bristol, means that Bath can expect to lose at least 1,000 defence jobs. There are hopes that they will be partly replaced by the relocation of staff from Royal Navy support, but that is by no means certain.

As if to counter the view that

further education — together employ some 3,500 people.

In the boom years the expanding service industries were able to absorb many of those who became redundant in the declining manufacturing sector. However, recently they have been forced to shed labour themselves with a resulting worrying increase in unemployment.

One of the biggest success stories of recent years has been that of the privately owned Bath Press group, which began life as the Pitman Press.

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JOHN YOUNG

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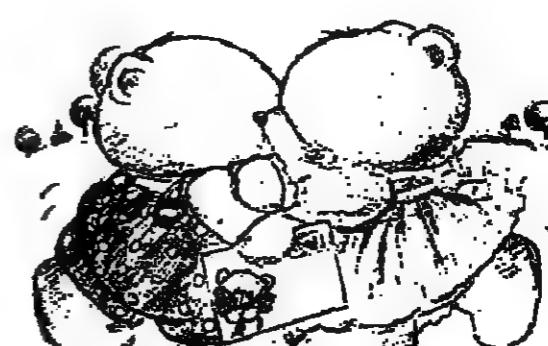
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<b>EDUCATION</b> University Appointments Prep & Public School Appointments Educational Courses Scholarships & Fellowships <b>LA CREME DE LA CREME</b> Secretarial Appointments	<b>LEGAL APPOINTMENTS</b> Solicitors & Commercial Lawyers Private & Public Practice <b>PUBLIC APPOINTMENTS</b> <b>CREATIVE &amp; MEDIA APPOINTMENTS</b>	<b>LA CREME DE LA CREME</b> Secretarial Appointments	<b>GENERAL APPOINTMENTS</b> Management, Engineering, etc. <b>ACCOUNTANCY &amp; FINANCE</b> <b>LA CREME DE LA CREME</b> Secretarial Appointments	<b>INTERNATIONAL APPOINTMENTS</b> Educational, Technical, Commercial and Academic Posts

## Corporate Commitment

Microsoft is the world's most influential software organisation. With products that span the Applications, Systems and Networking software arenas, it is universally recognised as shaping the PC environment through its innovative Product Development with such products as Windows.

Together Microsoft's Corporate Account Division, System Integrators and Pre-Sales Specialists will enable our clients to adopt a clear strategy of technology platforms to enhance their business performance for the future.

Please contact Paul Fairbank or Mark Shields between 11.00am and 5.00pm today or between 8.30am and 6.30pm Monday to Friday on 071 240 7516 or send your CV ref PF235 to Corporate Executive Search, 27a Floral Street, Covent Garden, London WC2E 9DQ

All agencies are invited to liaise with Corporate regarding suitable candidates.

#### System Integrators

The division will build strategic partnerships with the Industries' key Integrators. The resulting partnerships will pave the way for corporates to implement a Microsoft platform in the knowledge that our shared expertise in technology and integration, will provide them with a leading edge solution.

We require Business Account Managers who possess a vision of computing technology's true capabilities, and who are able to secure opportunities with our partners to bring integrated solutions to the market place.

#### Profile

- Preferred age 27 - 38
- Degree educated or equivalent
- Minimum three years building key relationships with system integrators
- Recognised as an over-achiever in your present organisation

#### Corporate Accounts

The Corporate Accounts division incorporates Strategic and Large Account Managers, divided into Financial and Commercial sectors. The outstanding success of the division in addressing customer requirements is demonstrated by its continuing growth.

The Account Manager has the responsibility of building Strategic Partnerships with key corporations in each market sector, to enable them to understand and adopt the benefits of Microsoft's platform.

#### Profile

- Preferred age 27 - 38
- Degree educated or equivalent
- Minimum three years Corporate sales experience
- Consistently over-achieving
- Identified within your present organisation as being on the fast track

#### Pre-Sales Specialists

The technical team works in conjunction with the sales force to promote Microsoft's products and services in the corporate environment. The expertise and commercial awareness of the technical specialists is key to the continuing growth of the division and more importantly, in providing customer satisfaction.

The division is focused on four areas - networking, operating systems, databases and applications. Opportunities exist for technical specialists in all the above areas.

#### Profile

- Preferred age 24 - 34
- Degree educated or equivalent
- Corporate presentation skills
- Interpersonal skills
- Recognised as an expert in your technical discipline

**Microsoft**®

£70,000 package  
+ benefits

Financial Services

Surrey

### Director-Information Systems

UK Board appointment in £130m turnover group with a strong commitment to leading edge IT development to maintain market leadership and competitive advantage. Profitable and expanding international business with innovative, performance-led culture, employing top calibre consultants and advisors serving a substantial and varied client base. Requires a talented manager to drive through the development of the next generation of systems.

#### THE ROLE

- Proactive input to business strategy as Board member. Responsible for comprehensive IT review and delivery of systems to support business objectives. Input to IT development of overseas companies.
- Directing a £5 million budget and 70 professional staff. Prioritising requirements and introducing state of the art project management techniques. Managing third party service providers.
- Forging close links with professional users and other departments to ensure systems address their needs effectively and in a timely manner.

London 071-973 8484

Manchester 061-437 0375

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A Spencer-Stuart Company

Please reply, enclosing full details to:  
Selector Europe, Ref S23110621,  
16 Connaught Place,  
London, W2 2ED

### Group Finance Director

International Plc

£100,000 Base & Superb Incentive Package. London & Travel

Exceptional rewards and challenges for a tough, dedicated and ambitious young finance professional.

#### THE COMPANY

- Exciting and successful international company. Developing a global brand from significant market share.
- Worldwide turnover c.£100m, and growing. Strong presence in key international markets.
- Recently strengthened board with aggressive expansion strategy.

#### THE POSITION

- Main board with full responsibility for all financial management issues.
- Key tasks are to develop international reporting systems, taxation structures and treasury efficiency.

■ Close involvement in strategic development.

#### QUALIFICATIONS

- Resilient and commercial ACA with detailed knowledge of international taxation. Ideally aged mid 30s.
- Broadly based senior management experience in an international branded goods business.
- Strategic thinker with exceptional drive, tenacity, technical ability and communication skills.

Please reply in writing, enclosing full cv.  
Reference L211  
54 Jermyn Street, London, SW1Y 6LX

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## EXECUTIVE OPPORTUNITIES

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## US Investment Bank

## Graduate/MBA Recruitment Management

## Outstanding Package

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Talented individual required to co-ordinate European Graduate and MBA recruitment programme and to provide Human Resource generalist support.

## THE COMPANY

- One of an elite group of US investment banks.
- Reputation for excellence of its people, its advisory and transaction work.
- Totally committed to the highest quality recruitment strategies and practice.

## THE POSITION

- Take total responsibility for the management of an ambitious graduate/MBA programme in UK and Europe.
- High profile role internally and externally. Achieve recruitment targets in highly competitive marketplace.

As vital member of Human Resources team, also work on a range of issues for discrete business areas.

## QUALIFICATIONS

- High calibre graduate. Must have run prestigious graduate recruitment programme, preferably for City institution. Generalist Human Resources background, possibly IIPM qualified.
- Outstanding communicator. Confident and charismatic presentation skills.
- Organisational ability is key. Must be able to work to absolute deadlines and withstand considerable pressure in demanding environment.

Please write, enclosing full cv, Ref L2514  
54 Jermyn Street, London, SW1Y 6LXNB SELECTION LTD - a Norman Broadbent International associated company  
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GLASGOW 041 204 4334 • ABERDEEN 0241 630880 • MANCHESTER 061 5399953Manager  
Information  
Systems

The Central Science Laboratory (CSL) is an Executive Agency of the Ministry of Agriculture, Fisheries &amp; Food, providing R&amp;D and scientific support services to MAFF, Government Departments and a growing Private Sector.

This appointment, due to retirement, takes place at a time of important strategic &amp; operational change and the incumbent will be responsible for progressing significant new systems &amp; technological developments whilst maintaining the performance of existing IS services. In particular, the progressive replacement of a central minicomputer with open systems, UNIX &amp; PC based Local Area Network solutions brings both technical and managerial challenge in the proposal, development, introduction and CS staff training of up to date, robust and effective IT systems.

Well qualified candidates with a flair for staff management should possess wide experience of planning, specifying, procuring and managing modern, cost-effective IT systems; including open systems, LANs, communications, PCs, formal Project Management (eg PRINCE) and major Database (eg Oracle) products. Experience of working within technical or scientific business environment would be advantageous. The salary range for this appointment is £24,379 to £29,379, plus £725 Outer London Weighting, and the CSL is an equal opportunity employer.

For further information, please contact Peter Claydon, quoting ref M1242, at SRL Executive, Cavendish House, Uxbridge Road, Ealing, London W5 5SA. Tel 081-566 1186 / Fax 081-566 1393.

SRL EXECUTIVE  
Personnel Consultancy, Search & SelectionRETAIL OPERATIONS  
DIRECTOR

## ATTRACTIVE SALARY LONDON

Warehouse, a company within the Womenswear Division of Sears plc is an energetic fashion forward business with nearly fifty outlets across the UK.

We now need to appoint a new Retail Operations Director to help build on our current success and play a major role in further improving the company's performance and profitability.

This will involve leading and motivating a highly committed retail team, developing retail systems, improving cost effectiveness and working closely with the Buying Director to ensure that we provide the quality of service that our customers expect.

Candidates - ideally in their early 30s - will need a successful track record in operations management.

## WAREHOUSE

probably at controller level, gained within a leading edge retail organisation. A fashion bias would be a distinct advantage.

If this sounds like you - and you can demonstrate that you have the ability to manage performance and an empathy for our product - we would like to hear from you.

As you would expect from a Sears company, the salary and benefits package will fully reflect the level of the appointment. There will also be the possibility of career development within the Group.

Please write enclosing a curriculum vitae to: David Garth, Human Resource Director, Sears Womenswear, 1 Garrick Road, Hendon, London NW9 6AU.

NEW BUSINESS DEVELOPMENT  
DIRECT MARKETING

One of the UK's leading Direct Marketing companies has created this exciting new position to spearhead new business initiatives. The role will be to develop new marketing projects from an initial proposition through to full implementation.

We require senior management experience ideally gained in a large, complex organisation with an in-depth understanding of direct marketing operations. Up-to-date knowledge of database marketing techniques is essential.

Creativity, numeracy and entrepreneurial flair are key attributes for this position. In addition, you should be both a team player and a team leader, willing to take key decisions which will affect the future direction of the business.

The company offers an excellent rewards package, which includes a high basic salary, bonus, fully-expensed car, and other large company benefits. A generous relocation package will be available where applicable.

To apply, please send an up-to-date CV, quoting salary and ref 3022 to Tim Smith, Wrens Court, 60 Victoria Road, Sutton Coldfield, West Midlands B72 1SY.

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## Open Systems

£70,000 + car

With a UK turnover of £200m, our client is the subsidiary of one of the world's leading suppliers of IT services and products. They have a substantial customer base and are enjoying significant new business success in both the public and private sectors.

A major factor in their continuing growth has been the creation of a small, highly focussed business unit dedicated to winning large scale open systems contracts from top European organisations. Based to the west of London, this group now requires 5 additional Senior Account Managers with the ability to secure new business in such key sectors as Financial Services, Retail and Utilities.

Candidates must be aged over 30 with a track record of selling high-value IT services (and possibly products) to major organisations. They must be mature, confident

and self-reliant with the ability to manage lengthy and complex sales campaigns where the "product" is largely intangible but its implications for an organisation are usually far-reaching. Successful applicants will be able to demonstrate credibility at the highest levels of major corporations and be comfortable with a consultative approach to selling. Previous sales management experience may be an advantage.

Our client offers a benefits package which includes a high basic salary, target earnings of £70,000 with no upper limit, choice of 2 litre car and private medical insurance.

Candidates are invited to submit a cv in confidence to David Abbott at the address below fax it to him on 0628 486221 or telephone 0628 481888 if they require further information.

David Abbott  
and PartnersDavid Abbott and Partners  
65 High Street, Marlow,  
Bucks SL7 1AB. Tel: 0628 481888Consultants in Executive  
Recruitment and HR Management.

## Local Government Commission

## Chief Executive

## An opportunity to make a mark on the map of England

The Local Government Commission for England will shortly begin a rolling programme of structural reviews of local government areas in England, recommending changes to the Department of the Environment.

The Chief Executive will have overall responsibility for oversight of the reviews, management of the Commission and its staff, and for the policy framework within which the Commission carries out its reviews.

The Chief Executive will represent the Commission at meetings with Government Departments, senior local government officials and representatives of interest groups. With the Commission Chairman and Members, he/she will also explain its work to the press, and on radio and television.

An effective decision-maker



and communicator, the successful applicant must have a sense of mission and an outstanding record in senior administrative posts, in highly visible roles. The need to cope with sensitive issues calls for imagination, diplomacy, a sound political awareness and excellent interpersonal, organisational and management skills.

The importance and high profile of this position will be reflected in the salary and benefits package. This is a four year fixed term contract, based in London.

If you are interested, write with your career details, to the Commission's Chairman, Sir John Banham, c/o Recruitment &amp; Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, by 10th July 1992. Please quote reference B/1845.

The Local Government Commission is an equal opportunities employer.

Push out the  
envelope

Our clients, a leading international manufacturer of high quality industrial and office products, are seeking a dynamic and experienced individual to join their team as a Product Planning Manager.

The successful candidate will be responsible for the development and implementation of the company's product planning strategy, including the identification of new product opportunities and the development of new product concepts.

The ideal candidate will have a strong background in product development and management, with experience in the development of new products and the implementation of product planning strategies. They will also have a good understanding of the company's products and markets, and the ability to work effectively with other departments.

Product Planning Manager  
Product Development

The successful candidate will be responsible for the development and implementation of the company's product planning strategy, including the identification of new product opportunities and the development of new product concepts.

The ideal candidate will have a strong background in product development and management, with experience in the development of new products and the implementation of product planning strategies.

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HUMAN RESOURCES  
OFFICER

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The ideal candidate will have a strong background in product development and management, with experience in the development of new products and the implementation of product planning strategies.

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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

ASSISTANT DIRECTOR  
OF HIGHWAYS & TRANSPORTATIONEngineering Consultancy Division  
Highway House, Ewell (Nr Epsom, Surrey)

£37,704 - £41,475

Surrey County Council is amongst the leaders in moving its services into a competitive environment. The Engineering Consultancy Division is well placed to face the challenge and we require somebody to lead this Division through the significant transformation of its operating Practices and Procedures. The Assistant Director is responsible for the design and construction of Highways and Bridges, Traffic Management, Transportation Modelling, with associated Geotechnical and Laboratory Services. There is a need to develop these services in the competitive environment to make their unique contribution to Local Government in Surrey.

SURREY  
COUNTY COUNCIL

You will need to demonstrate high capability as a professional Chartered Engineer with experience of managing change and the competitive issues facing this type of service.

If you would like to discuss this post then telephone Mr G M Lamb, The County Director Highways & Transportation Department, on 081-541 9950.

*Application forms and further details may be obtained from the County Director of Personnel Ref PD 4, County Hall, Kingston upon Thames, Surrey KT1 2BH. Tel 081-541 9790. Closing date for applications 3 July 1992.*

£0,000 + car

and with the need to manage a range of clients, companies where the market is competitive but the client base is strong. The role will involve the delivery of the highest quality service and be based on a positive approach to client service management.

As well as a competitive salary, which includes a 10% bonus on earnings of the previous year, a package of 21 days annual leave and a

24 days of continuing and professional development in the address of the post (Surrey, 80-21 or Woking) is available to explore further.

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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Senior IT Professionals

Outstanding career opportunities with one of the world's most distinctive investment institutions.

## City

- Are you a top flight Systems Professional, currently with a business/IT consultancy, or a major financial institution in a leading IT role?

- Are you a high achiever, consistently recognised for the excellence of your contribution and your ability to implement successful projects in pressurised and demanding business environments?

- Are you looking for a more challenging slot which will tax you personally and professionally and be the first-class opportunity you deserve?

If you can answer yes to these questions, then my client would like to meet you.

My client currently has vacancies for candidates of the highest calibre to join a group spearheading a move to totally review the contribution of IT to the future direction and focus of the business. These first class opportunities have excellent potential for professional development, and will have a direct influence on operational performance, trading and business profitability.

As a member of this group, the challenge will be to design, develop and manage the projects which will deliver computing power directly into the hands of the users.

These are not positions for those who just want to manage, but opportunities for candidates who have real technical abilities combined with a strong business and end-user

## Packages £55-80,000

perspective. Ultimately, you should combine first class technical know-how with the vision to use technology to deliver the best systems in the market.

The technical skill-set required will be an in-depth knowledge of C, Unix & SYBASE developments. You will have been heavily involved in the implementation of applications using this platform and be able to review and provide technical design for team members. Ideally, you should also have a successful record of medium sized project delivery, and be comfortable working at all levels. Applications are also invited from candidates with an in-depth knowledge of Fixed Income processing, covering both front and back office activities, coupled with experience of the investment banking environment.

Candidates must be team players, with the ability, communication skills and professional credibility to build effective relationships at senior levels.

If you feel that you possess the aforementioned skills, have an excellent educational background, and the drive and ambition to meet the challenge contact KAREN GAY on 071 831 2000 or send details to her at Michael Page Technology, Page House, 39-41 Parker Street, London WC2B 5LH. A first class remuneration package is guaranteed, as is the opportunity to use your business and creative abilities in a truly career enhancing role.

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A unique opening for an exceptional Brand Manager in a world-renowned marketing-led business.

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**The Opportunity**

- To manage at least one major brand with NPD responsibility.
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- To lay the foundations for your own career within the Group.

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## BRITISH MARINE INDUSTRIES FEDERATION

The British Marine Industries Federation represents over 1400 member companies engaged in all aspects of the boating market. It also runs and is responsible for the commercial success of five annual Boat and Equipment Shows.

## EXECUTIVE CHAIRMAN

The Federation wishes to appoint a full time Executive Chairman. He will be responsible for:

- developing the Federation's objectives, strategy and values
- achieving the agreed objectives through the Federation's top management team and its staff
- representing the Federation and the industry in senior business and government circles in the U.K. and overseas.

The successful candidate will need to demonstrate at least five years' general management experience profitably running a relatively autonomous business unit. This experience will have included managing a team of senior people who between them will have been responsible for operational, marketing and financial activities. The track record will demonstrate first class people management and public speaking skills.

Salary will be £45,000 plus quality benefits including a motor car.

**British  
Marine  
INDUSTRIES  
FEDERATION**

For a pack containing information about the Federation and a job description, please contact:

Yvonne Stocks, Tel: 0784 473377, Fax: 0784 439678.

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in and find that job, we'll help by guiding you in the right direction. We're experts. Call now for an appointment without obligation, or send your CV (24 hour answering phone in all offices). We abide by the IPM Code of Conduct.

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The Body Shop is embarking on a major Business Review and Identification of the future system needs. This will lead to the implementation of fully integrated systems covering all the aspects of a vertically integrated Manufacturing/Logistics/ Retail company.

We are seeking I.T. professionals with proven experience in the analysis of Business Requirements in the Manufacturing area and the transforming of these into an I.T./Systems Specification followed by management of the systems selection and successful implementation.

The emphasis will be on providing a business orientated service as well as leading the I.T. projects, with particular emphasis on interpersonal skills.

This is an opportunity to play an influential role in a very successful and exciting company and one which will give the successful candidate ample scope to display his/her Business and I.T. skills.

You will need to display proven experience in Manufacturing, covering the complete Business Analysis cycle, as well as bringing fresh ideas to answer the system needs of our manufacturing environment.

Please forward your C.V. stating current salary, to Company Relations Dept. The Body Shop International PLC, Watersmead, Littlehampton, West Sussex, BN17 6LS.

Closing date for all applications will be 3rd July 1992

**W** The Body Shop aims to be an equal opportunities employer

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**Frame Technology**  
The document publishing company

Frame Technology is the leading developer of publishing software. Our principal product, FrameMaker, is used worldwide for creating business and technical documents across multiple platforms. Our corporate headquarters are based in San Jose, California; the European headquarters based in Dublin is supporting the rapidly growing European Market. To take us still further into our European business plan we are recruiting a European Sales Manager.

The ideal candidate will probably be aged between 33-43 with at least 7 years' proven selling success and sales management background preferably within a software multinational company. Regional European experience is essential and language skills are an obvious advantage as there is a need to travel extensively. This position will involve looking after a personal territory as well as managing country managers. Key to our success is the need to endorse third party relationships and further develop our European distribution channel strategy.

Frame Technology is a young, challenging and fast expanding company. We are offering an excellent opportunity for the right person to become a key figure within the organisation.

To discuss this opportunity in the strictest confidence, telephone our advertising consultant, Cathy May, today, Sunday, between 10am and 4pm or during office hours on 071 734 4010. Alternatively write to her at McGregor Boyall Associates, Sutherland House, 5/6 Argyll St, London W1V 1AD. Fax 071 329 1297. Ref CK/STI

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IT HUMAN RESOURCING

Senior Petroleum Engineer  
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## London

## Competitive salary + Car + Benefits

Amerada Hess have a record of achievement in the North Sea culminating in their success in the Scott field. The field incorporates the UK's largest sub-sea development, and will produce some 200,000 barrels of oil per day when it comes on-stream in late 1993. Operations are the key to efficient, optimised production and we now seek an experienced engineer to co-ordinate Petroleum Engineering across the project, based on an in-depth understanding of the field.

To meet its technical development objectives, the project demands the continuous review and adjustment of plans and schedules. To this end, you must be able to respond to emerging project needs, effecting change rapidly. You will be responsible for liaison with the Aberdeen based Operations Group, providing reports and communicating strategies both to senior management and our partners. You will also lead studies to determine the development plan for the nearby South Scott accumulation.

Highly articulate, and with the authority to make your presence felt immediately, you must have between 8 and 10 years' broad-based North Sea experience. This includes petroleum, production and reservoir engineering with detailed sub-sea and drilling expertise. Your competence at individual levels of responsibility should be matched by a team-oriented approach to finding practical solutions.

We offer a highly competitive salary and benefits package, including a fully expensed company car, BUPA, non-contributory pension, share scheme and 5 weeks' holiday. A generous relocation package is also offered where appropriate. In the first instance, please send your C.V. to Jennifer Mack, Projects Services Manager, Amerada Hess Limited, 2 Stephan Street, London W1P 1PL.

**HESS**

AMERADA HESS LIMITED

Helping the best  
get better!

## South East £35k ote plus quality car

As the UK's leaders in improving performance through employee involvement, we are committed to helping the best perform even better.

Industrial Motivation enables clients to achieve dramatic improvements in quality, productivity and safety, by increasing the commitment of every employee to individual and corporate excellence.

We are looking for an exceptional sales professional to maximise business potential in the South East of England. Working within both private and public sectors you will be responsible for planning and implementing employee involvement programmes to ensure that our clients achieve maximum benefits.

You should be highly skilled in selling concepts at board level, with a proven track record of achieving challenging goals. Of graduate calibre, with an enthusiastic and positive disposition, you will have excellent presentation skills and a high level of personal and professional credibility.

As a successful and expanding company, we can offer you an exciting product range, excellent prospects and thoroughly professional marketing support. There will also be exceptional earnings potential and a package which includes a quality company car. In addition you will benefit from our strong commitment to training and development.

If you are one of the best and would like to achieve even more, we would like to meet you. Phone today, between 10.00am and 4.00pm for an informal discussion or send your c.v. to Robin Walker, Industrial Motivation Ltd, 40 High Street, Thornbury, Bristol BS12 2AJ. Telephone 0454 418855.

## Industrial Motivation Ltd

Improved Performance through Employee Involvement

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IN A  
CORNER.**

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So if you can drive and have the use of a car call 0800 385 388 and quote reference number T10236.

All Barclays employees must comply with the high standards set out in our ethical and caring Code of Practice.

**REGIONAL SALES MANAGER  
UK/EUROPE**

We are a United States based electronic component manufacturer seeking a Regional Sales Manager to market sales of our products in the U.K. and Continental European audio, telecom, computer and datacom markets.

Responsibilities include motivating and training distributors and sales representatives; developing and achieving sales forecasts for key accounts in the region; aggressively grow and develop our business through expansion of existing accounts, as well as new account development. Based in U.K.; extensive travel required.

Our ideal candidate will have 5-10 years experience in electronic component sales. The majority of this experience should be in the audio/sound market. German language proficiency a plus.

For consideration, please submit resume and salary history to:

BOX 9040

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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826



## THE ROYAL LONDON NHS TRUST Director of Fundraising

The "Hospital of the East End" delivers medical care and community services to people living and working in East London and the City. An important teaching hospital and first wave NHS Trust, the Royal London combines an ethos of friendly, community-focused healthcare with first class, professional clinical practices. Vital funds are needed to support and grow its activities.

**THE POSITION**

- ◆ Report to the Trust's Chief Executive. Work closely with the Chairman and Fundraising Committee.
- ◆ Pull together, lead and expand existing fundraising activities. Provide the support, professionalism and flair to maximise potential.
- ◆ Develop and implement fundraising strategy to focus on untapped sources, the corporate sector in particular.
- ◆ Project and promote the Trust's objectives and activities. Raise its profile as a "Centre of Excellence".

**QUALIFICATIONS**

- ◆ Age open, background flexible. More important are stature, flair, determination and commercial awareness.
- ◆ Sound knowledge of marketing and PR is essential. Some experience of raising funds desirable.
- ◆ Self-starter, good organiser and strong communicator.

Please write, enclosing full cv, Ref SL2292  
7 Shaftesbury Court,  
Chalvey Park, Slough, SL1 2ER



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## Managing Director Industrial Manufacturing

£60,000 + Jaguar

Highly attractive opportunity to manage a market leading manufacturing division within a strong industrial plc

**THE COMPANY**

- ◆ A £60m turnover division of a listed company providing engineering services to industrial and commercial customers. Profitable.
- ◆ Excellent reputation for design and quality. Expanding with closely controlled costs.

**THE POSITION**

- ◆ Full profit responsibility for company. Develop market strategy and sales penetration.
- ◆ Improve profitability and control costs. Input into overseas operations, especially in Europe.

Please reply in writing, enclosing full cv,  
Reference LL251

NBS, Bennetts Court, 6 Bennetts Hill  
Birmingham B2 5ST



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## Director Fresh Food Processing

"develop the full potential of a modern production facility"

c £47,500 + car

Reporting to the Chairman, you will bring this purpose built plant to a level of efficiency commensurate with supplying major multiples cost effectively.

A very extensive range of added value products - both branded and own label - is processed by a 300 strong labour force, achieving annual sales of £12m. Additionally, you will be expected to contribute significantly on policy and strategic planning at Board level in this £35m company, which is totally involved in fresh food and which has - within its industry - an enviable growth rate and sound profit record.

You will offer experience of profit responsibility and production in the

supply of added value fresh food products to major multiples, including labour intensive operations, complicated production runs and high production volumes. Additionally you will have personally liaised with major multiples.

The preferred age for this appointment, which has an East Midlands location, is 35-45, although exceptional experience could broaden these parameters.

Interested? Then please forward a comprehensive Curriculum Vitae, quoting reference 2031, to Dennis Fielding, Management Appointments Limited, Finland House, 56 Haymarket, London SW1Y 4RN. Tel: 071-930 6314. Fax: 071-930 9539.



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## Sales Manager - UK Toiletries/Packaging

To £30,000 + Car + Benefits

Midlands/South

This highly successful company has developed a major share of the packaging market in the UK toiletries sector. An ambitious individual is required to service key accounts and manage business development throughout the UK for their recently formed toiletries division.

**THE COMPANY**

- ◆ Privately owned international organisation with multi-million pound turnover, operating throughout the world.
- ◆ Manufactures high technology, quality plastics products, supplied to leading manufacturers of toiletries and household goods.
- ◆ Exceptional growth through research and product development, quality and after sales service.

**THE POSITION**

- ◆ New post to maintain and service key accounts throughout the UK for the toiletries division. Investigate product variation and design improvements with customers.
- ◆ Develop new business opportunities for existing range of packaging and evaluate the market for additional products.

- ◆ Analytical approach to "troubleshooting" and after sales service. Reporting directly to Sales Director based in European mainland, will obtain logistical support from UK commercial subsidiary.
- ◆ Working from home as sole representative for this division in UK. Telephone, fax and computer links will be provided.

**QUALIFICATIONS**

- ◆ Management experience of servicing major FMCG accounts, ideally plastics packaging or brand/product manager in toiletries sector. Age 30+.
- ◆ Ideally qualified to degree level in engineering or business discipline. A knowledge of European languages would be an advantage.
- ◆ Excellent communication, presentation and sales skills. Self motivated, determined and well organised.

Please write, enclosing full cv, Ref GL1521  
78 St Vincent Street, Glasgow, G2 5UB



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## Head of Supply Chain Management

Package  
£35,000  
CAR

## Purchasing Manager

Package  
£28,000  
CAR

FOR FMCG MANUFACTURER  
IN NORTHERN ENGLAND

This large, successful and well-known Group is achieving high service levels to the major retail multiples for their strong order book. Further competitive advantage will be gained by formally linking all of the logistics aspects of the business with this new role, Head of Supply Chain Management. From international supply sourcing and negotiation to production scheduling, warehousing and distribution, the responsibility is comprehensive.

Almost certainly a graduate, you will ideally have implemented or enhanced a real time MRP system in a rapid throughput environment or have developed a complex stocking and distribution operation. Commercial skills should be proven, notably in the negotiation of significant contracts. Qualities of leadership, drive and enthusiasm will be fully utilised. Ref. No. (ST.688).

Through promotion, a team member position of Purchasing Manager exists to control a substantial spend. Working closely with suppliers to cost effectively meet the production demands is a considerable challenge. Ref. No. (ST.689).

Both positions require the maturity and confidence of experience to meet the high daily demands whilst defining and implementing longer term improvements.

Candidates should send a comprehensive cv or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000. Fax: 061-839 0064, quoting appropriate ref.

**Howgate Sable**

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS

## Sales Director Designate

**CITY**

To stimulate our UK branches and develop the challenge of Europe, positively linking these branches with our already successful subsidiaries in the USA and Australia.

You are currently one of the most influential Sales Managers within the IT service industry?

Do you sell outsourcing, bespoke and contract services by delivering high calibre presentations to the industry's most discerning decision makers, who respect and prefer your views?

Have you a successful track record in training and motivating staff, who follow your direction without hesitation?

Working with the Managing Director, would you appreciate the challenge of a lifetime, where the only limits are your own, with rewards to match?

Current Group turnover £25m with offices in the UK, USA, Australia - and with Europe to come.

If you are one of the best and indispensable to your existing company, fax or forward your cv to Mr. R. Kilcock, Managing Director, Eurolink Group plc, Blenheim House, 56 Old Steine, Brighton BN1 1NH. Tel. No. 0273 722344



**EUROLINK**

## Sales & Marketing Director

PROCESS EQUIPMENT  
FOR WORLD MARKETS£45,000,  
CAR

EAST MIDLANDS

Investment in technology continues to play a major part in the future growth strategy of this major international supplier of process equipment and services. Firmly established as the world's premier leader within their niche markets, the group is represented through a worldwide network.

This new role within a £40m+ division is part of this clearly focused strategy, to both penetrate new markets and to further consolidate the existing customer base. Reporting to the Divisional Director and managing a large, well structured and technically based department, the emphasis is very much on a proactive focusing of the business, and fulfilling a high profile sales role.

With experience and ability being the main criteria for selection, candidates will probably be aged 40-45 and almost certainly a technical graduate with a number of years in the capital process equipment market. A background in either the food, drink or pharmaceutical industry is considered highly desirable.

Strong leadership and interpersonal skills are paramount, coupled with a highly developed commercial and technical awareness.

An excellent package, plus relocation to an attractive part of the East Midlands is offered.

Candidates should send a comprehensive cv or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000, Fax: 061-839 0064, quoting ref. (ST.670).

**Howgate Sable**

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS

## NATIONAL COUNCIL FOR VOCATIONAL QUALIFICATIONS ACCREDITATION & QUALITY ASSURANCE VACANCIES FOR ADVISORS

£19,117-£23,474  
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The NCVQ is the Government-sponsored body responsible for accrediting and ensuring quality in National Vocational Qualifications (NVQs). Applications are invited for posts in the Accreditation and Quality Assurance Team. The successful applicant will be responsible for advancing bodies which set standards of competence and/or award qualifications on accreditation criteria and procedures, reviewing whether qualifications submitted to the National Council should be accredited; and monitoring the performance of awarding bodies and other relevant organisations to ensure that high standards of quality are maintained and that there is full compliance with NVQ criteria.

A high level of interpersonal skills, the ability to work flexibly and a sound analytical approach are needed. Knowledge and experience of the NVQ system and of vocational education and training are essential. A considerable amount of travelling in the UK is involved. Appointments may be made in either of the seven regions. These posts include an inner London allowance of £1,750 payable to staff based at the National Council's headquarters. Short service contracts, normally for 2 years, may be offered and secondments from other organisations would be welcome. The conditions of employment are in line with those of the Civil Service, including, for permanent staff, a non-contributory index-linked pension scheme (except for 1.5 per cent contribution towards dependants' benefits).

For further information and an application form please contact:  
Liz Hunter  
Personnel Officer  
National Council for Vocational Qualifications  
100 King's Road, London SW1 2BS  
(0171 728 1882)

closing date for applications Friday 3rd July,  
(please do not send CVs)

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**HEADWAY**

Old King's Head Court, High Street, Dorking, Surrey RH4 1AR.  
Reader's address: The IPM Leaflet of London for Lorry and Coach Transport Services

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# Inchcape

## Personnel Director - Services

London

With a turnover of some £5 billion and operations in over 60 countries, Inchcape is pre-eminent in international services and marketing. Combining comprehensive global coverage with detailed knowledge of local markets, the group provides high quality service and representation for many of the world's best known companies. Inchcape has recently been reorganised into three global business streams - motors, marketing and services. Services - shipping, buying and testing - constitutes a £400 million business with some 10,000 employees worldwide. The strategy for this group is one of substantial growth organically, by acquisition and by extension into related areas.

Reporting to the Main Board Director responsible for Services, the Personnel Director will have a pivotal role at the heart of this fast-growing and rapidly changing business. Responsibilities encompass all aspects of human resources, though the initial focus will be on developmental issues, including management

ST. JAMES  
ASSOCIATES

MANAGEMENT SELECTION

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structures, resourcing, training & development and compensation & benefits. A key responsibility will be to ensure that existing skills and structures can be replicated in new locations.

This is an unusually demanding role and the selection criteria will therefore be exacting. First-class, generalist human resources experience is essential, including significant exposure to the USA and, ideally, to Continental Europe and the Far East. Candidates must have held responsibility for a substantial human resources function in a decentralised, results-oriented environment. Strong commercial awareness and a proactive style will be essential for success.

The excellent package includes the usual range of benefits, including performance-related bonus and share options. Interested applicants should write, enclosing a detailed CV, to Roger Howell at the address below, quoting reference number 119.

# SALES DIRECTOR

## Salary Package £85,000 + executive car + excellent benefits.

South East

Consistent investment in technology and in people has helped our client to build a phenomenally successful international computer networking operation, responsive to changing customer needs within a dynamic environment. A shared vision of the future has inspired exceptional team spirit.

The resources to achieve planned growth are available, together with a clearly defined strategy, outstanding professional expertise and an unrivalled portfolio of products and services.

Objectives are ambitious, demanding strong commercial leadership and motivation of a structured, professional sales team as well as the ability to develop new and strengthen existing

business. You will be expected to contribute to product positioning and your perception of the marketplace will impact significantly upon long term growth.

Already an accomplished sales manager or director with the ability to enthuse, direct and organise, you will have at least 5 years corporate sales experience at management level within the computer networking arena. Your experience to date will demonstrate strategic planning ability, consistent team achievement and true commitment.

For the successful candidate the route ahead will be demanding, offering exceptional scope for both personal development and financial reward.

## INTERPERSONNEL

To apply, please send a comprehensive CV, with work/home telephone numbers, to Sarah Forbes at Interpersonnel, Recruitment Consultants, 33 Earl Street, Maidstone, Kent ME14 1PF.



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CONSULTANTS

P-E International plc is seeking to expand its management consultancy operations both in the UK and overseas. As a result of increased demand for our services, we now have vacancies for consultants throughout the UK regions, as well as in mainland Europe, the Far East and the USA.

To meet this demand and to help achieve our growth targets for the next decade, we need top quality experienced staff aged between 28 and 40 years, with a good first degree and preferably an MBA, as well as a working knowledge of a second language.

They should have experience at director or senior management level within an organisation in either the public or private sector, or have consultancy experience at this senior level.

If you are interested in these career opportunities with P-E International, please write to David Blore, Managing Director, Management Consultancy, P-E International, Park House, Wick Road, Egham, Surrey TW20 0HW, enclosing your CV, and explaining how you can help P-E to grow its business.

**P-E International**

# Account Managers

New Telecommunications Operators - Public Network Systems  
OTE up to £45,000, Car, Benefits

As part of an International Group, our Client, a leading vendor to the traditional Telecommunications industry, is entering a new phase of commercial orientation demanding the selection of a team of highly experienced Account Managers who will focus upon the recently licenced Cable Communications Operators and other new Telecommunications Carriers.

Candidates, ideally in their late-twenties to mid-thirties, will have a good degree and possibly an additional Business or Marketing qualification together with proven expertise and demonstrable success in the marketing and sale of hardware and software solutions to the CATV, Telecommunications or closely related new technology markets. Additionally you will be an entrepreneur with strategic vision and the ability to make things happen in a highly visible environment.

These critical Senior Account Management appointments which offer exceptional opportunities for career development, carry an excellent remuneration package, comprising a good basic salary, performance related bonus, car and additional benefits.

If your commercial acumen and strategic vision enable you to perceive clearly these outstanding opportunities then please contact Stephen Heap or Andrew Evans quoting ref: SH/48 by sending full career details to BTA Cable Comms Recruitment, Hollins House, Hale Road, Hale Barns, Altrincham, Cheshire, WA15 8SN, or telephone 061 980 1389 for an initial discussion. Candidates unable to call during office hours may call 0204 841856 evenings/weekends.

BTA  
CABLE COMMS  
RECRUITMENT

# UK Sales Manager

For technical leader in computer peripherals

£35,000 + Bonus + Car

Northern Home Counties

Our client has enjoyed a period of substantial growth due to their technical leadership and their penetration of key market sectors for optical mark reading products in education and health, and for optical scanning products in other key markets. They now seek a UK Sales Manager who, reporting to the Managing Director, will be responsible for developing the selling function within the company. Working in an experienced and close knit management team he or she will, in addition to ongoing sales management, be asked to undertake a full review of sales policies and systems, to develop a product knowledge manual and to build and develop the existing 10 strong sales team. The successful candidate is likely to be aged over 30 and offer:

- a degree or equivalent; a sales or business qualification would be an advantage.
- a successful record in sales of IT or high technology products, preferably with a knowledge of one or more of the education, healthcare or industrial training market sectors.
- at least 2 years sales management experience gained at national, regional or area level.
- an ability to attain targets, to innovate and to motivate.

This is a major opportunity in a company that has an open and democratic management culture where personal development is strongly encouraged. There is a generous reward package and relocation expenses are offered in appropriate circumstances.

Please apply with full CV, current salary details and a covering letter indicating the specific skills and experience which make you suited to this position, to John Gregory at the address below:

BERNARD HODGES

SELECTION

BIRMINGHAM • BRISTOL  
CARDIFF • MANCHESTERGriffin House, 161 Hammersmith Road,  
London W6 8BS.

The successful candidate will be responsible for business development in the European Telecommunications markets, reporting directly to the Executive Vice President of Worldwide Telecommunications.

Leveraging the outstanding technical expertise within Systemhouse, your mission will be to win multi-million pound, complex systems projects, as well as negotiate strategic alliances, joint ventures and acquisitions.

You should possess significant executive - level Information Technology experience with a Systems Integration consultancy, Computer or other Telecommunications vendor.

As the luminary in Telecommunications for our European business, you must have an impressive track record and solid network of business contacts at the highest levels within the industry (PTT's and their vendors).

Please send or fax your CV in total confidence, quoting reference BDD-ETI, to Mr. F. Scarpelli, Director of Recruitment, SHL Systemhouse Europe, Beaver House, 125 Portland Street, Manchester M1 4QE, Fax 061 236 8786.

COMMITTED TO EXCELLENCE

# SYSTEMHOUSE EUROPE

# SALES DIRECTOR

TO £60,000 + BONUS + FULL EXECUTIVE BENEFITS  
WEST LONDON

This rare opportunity will be the most significant sales appointment recruited within the UK brewing industry during 1992.

Part of a multi-billion dollar international consumer goods group, the UK brewing company enjoys impressive market shares in its lager products, and through continued marketing excellence brand awareness amongst target consumers is second to none in its market.

Our client is now looking to appoint a truly outstanding Sales Director whose skill and determination will drive the business way beyond the market's expectations. You will have total responsibility to grow all sales activities of the full range of products for both retail and licensed sectors. A key member of the UK Board, you will contribute to the strategic planning of the Company.

Aged 35-45 and of graduate calibre, your experience and ability to direct, motivate and develop a growing sales team must be clearly evident. You will have the freedom to introduce innovative selling systems to aggressively build strong distribution and market share.

Possessing an exceptional track record of sales achievement, your experience will include an in-depth working knowledge of FMCG grocery sales of leading household name brands, combined with a familiarity of the licensed or food service trade sectors.

Strong presence and an influential management style will be deciding factors in your ability to make a marked impact on the culture of this renowned organisation.

If you are keen to work in an environment of excellence please call our Senior Consultant, Steve Simmance or write with full CV to:

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Newcastle 091-361 5333 • Nottingham 0602-480400 • All posts are open to men and womenOAG - Managing Director  
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providing a marketing focus for an international corporation

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Official Airline Guides (OAG) with headquarters in the States, is the world's leading provider of data to airlines and a major publisher of information in printed and electronic form for the travel industry and its consumers.

Established over sixty years ago, OAG opened its first international office in the UK in 1977. This office has provided profitable growth and significant penetration of the Europe, Africa, Middle East market. To progress OAG's commitment and strategy to exploit growth in the non-US markets, they now seek to appoint a Managing Director with a strong sales and marketing background to manage the business through its next stage of development.

The role will involve formulating and implementing market-led business strategies to meet the ambitious objectives for the region.

Success calls for the ability to think and plan strategically while providing clear direction and supportive leadership to a highly qualified team of

sales and marketing executives. You will enjoy considerable autonomy and will need the confidence and credibility necessary to build strong relationships with senior management in the corporate office and in key customer accounts.

Candidates will have a strong marketing and sales background and will need at least 5 years board level experience, ideally but not necessarily in the airline industry. An excellent communicator with well developed negotiating skills, you must have international experience and be prepared to travel extensively.

Previous experience of working with a sizeable US parent but based in Europe would be a distinct advantage as would fluency in European languages other than English, particularly French.

Please send full career and salary details to Ann Rodrigues, by Friday 3rd July. Ref 32091, MSL Group Ltd, 32 Aybrook Street, London W1M 3JL.

MSL International  
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## Business Development Director

International Distribution and Logistics

MIDLANDS : Base Salary £55,000 + substantial bonus and benefits package

This key division within a major multi-national distribution and logistics organisation is currently undertaking major strategic expansion in Europe. It provides quality driven, innovative and cost effective business solutions to a predominantly international blue chip client base.

The Business Development Director is tasked with accelerating this process, both in the U.K. and Europe. The position calls for proven personal selling skills at board level, a disciplined financial and commercial approach to contract negotiation, and above all an entrepreneurial flair to identify and secure profitable business ahead of the competition.

Probably over 30, and of graduate calibre, your track record of complex solutions selling will be

outstanding. Areas such as international logistics, integrated systems, or major project/contract management would be most relevant, but more important is the ability to combine an analytical approach to problem solving with high level presentational and negotiating skills, and the will to win!

The responsibility and freedom of the role is reflected in the generous salary and benefits package, which includes a substantial open ended bonus based on personal performance.

To apply, please write with c.v. and current salary details to: Tim Roffe, quoting ref. 37002, MSL Group Ltd., Clinton House, 24 Clinton Terrace, Derby Road, Nottingham, NG7 1LY. Tel 0602-480400 Fax: 0602-480490.

MSL International  
CONSULTANTS IN SEARCH AND SELECTION

## Marketing &amp; Sales Director

Market Leading Textile Manufacturer

EAST MIDLANDS : c£40,000 + car

Our client is a progressive and profitable company trading internationally in a highly competitive sector. This appointment is to strengthen the management team and drive the business forward into new market and product opportunities.

Reporting to the Managing Director, you will be responsible for creating and achieving sales and profit growth targets through effective leadership and co-ordination of the sales team. Maintaining sound long-term customer relationships to continue the company's success will be a prime task and one demanding an exceptional marketing professional.

Educated to degree level and preferably aged 30 to 40, you should have a proven record of success in marketing to High Street retailer specifiers and selling to manufacturers. At least 5 years' experience within the garment industry is essential, ideally in narrow fabrics or trimmings. A second European language would be a distinct advantage. An energetic, tenacious and thorough style is paramount, together with the ability to lead from the front in setting high operational and personal standards.

Please write with full career details, including current salary, to John Lilley, MSL Group Ltd, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH.

MSL International  
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## HR Director - Europe

- New appointment
- Research establishments
- Bilingual English/French
- International dimension

CENTRAL SCOTLAND : c£40,000 + car + benefits

Our client represents the European Research Division of a worldwide scientific and research company, long recognised as a leader in its field. A strong commitment to enlightened and progressive human resource policies, across all operating companies, has created this position. There are around 300 employees in the UK and Continental Europe, engaged in specialised healthcare activities, many highly-qualified in their particular fields.

A seasoned HR professional is needed to provide focus and strategy for the function, incorporating national, international and corporate requirements and will encompass training and development, reward systems, recruitment, employee relations and communications.

A graduate with IPM corporate membership (or French equivalent) is looked for, supported by at least ten years' HR experience in major organisations, some of which will have been with scientifically-orientated companies operating internationally, preferably with a research bias. The ability to converse fluently in both English and French is required.

Negotiable package and worldwide career prospects are on offer from this blue-chip multinational organisation.

Please write - in confidence - to James A Lauder, MSL Group Ltd, Allan House, 25 Bothwell Street, Glasgow G2 6NL. Please quote ref: 14007.

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## SENIOR PURCHASING MANAGER

An opportunity for a forward thinking professional to set standards for functional excellence in a new strategic purchasing role.

## INTERNATIONAL OIL AND GAS COMPANY

In this appointment you will be a key member of a newly-created central team, with a strategic and advisory responsibility for the purchasing of equipment and supplies. Your responsibilities will include the forecasting of demands and supply market capability, the objective assessment of vendors and the establishment of performance standards for suppliers. You will also provide support to local purchasing managers in line business units in the negotiating of deals and the development of their skills.

To be a candidate you must have wide experience of procurement and, in particular, of industry best practices and new developments. A detailed, up-to-date knowledge of relevant legislation, including current EC directives, is essential, as is a sound understanding of

## SOUTHERN HOME COUNTIES

economic developments and their effect on supplier positions. You must also possess strong negotiating, communication and analytical skills. Above all, you will be an innovator, in tune with the latest thinking about the future of the procurement function and able to introduce creative solutions to business problems.

The company has identified potential future career opportunities for the successful candidate and will offer a remuneration package to reflect the importance placed on this position.

To apply please write with CV to  
John Sears, Managing Director,  
SMCL Oil and Gas Ltd,  
2 Queen Anne's Gate Buildings,  
Dartmouth Street, London SW1H 9BP.  
Fax: 071-222 3445, Tel: 071-222 7733.

SMCL  
OIL & GAS RECRUITMENT

## MANAGER TECHNICAL SUPPORT AND OPERATIONS

c£45,000 + BENEFITS CENTRAL LONDON

Our client is a worldwide market leader in global telecommunications who has achieved substantial growth through its commitment to quality of service and technology advancement. As a result of continued success they are looking to appoint an experienced and highly motivated Information Systems professional.

Reporting to the Director of Information your primary role will be to procure, support and manage the technical infrastructure required for the provision of both global services within the group and local services to the UK based departments.

With extensive experience in the computer industry you will be fully conversant with all aspects of technical user support and operations, messaging, telecommunications and telecommunications. Your knowledge will include system architectures, messaging and telecommunications. An understanding of performance metrics and capacity planning is also required.

Strong commercial awareness is necessary for managing negotiations and contracts with external suppliers.

You should have a proven record of sound project management in an international environment. Excellent interpersonal skills and the ability to communicate at all levels are essential.

To apply, please send full career details to: David Jackson, Ref. ST/692/DJ, MSB International, MSB House, 18 The Mall, Bromley, Kent, BR1 1TT. Tel 081 464 6655. Fax 081 464 5915.

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## JENNERS EDINBURGH

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Main responsibilities include:

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## SYSTEM 21 MANAGEMENT CONSULTANTS

SYSTEM 21 is an implementive consultancy company producing increased bottom line profit for our clients. The company has an excellent track record of achievements in client organisations and applications are invited from individuals in the age range of 25-35 who believe they can deliver similar results.

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## PROFILES

SYSTEMS CONSULTANT/MANAGER  
• Qualified Computer Engineers preferred in Manufacturing/Office hardware systems from operational requirements thru' design, costing and project management for computer-based systems (incl. ECR)  
• Experience in developing and maintaining hardware applications covering networks and mainframe/micro systems  
• Studies and proposals for cost effective solutions independent of suppliers.

A salary immediately on consultancy or contract assignment as all capital expenditure terminated in major Multicore company. Salary Management only please contact Box No. 9117

Chief Executive - Trouble Shooter !

Age 39, eight years on Boards of multi-site companies. Substantial profit growth from sales development & acquisition. In-depth experience from financial management, production, procurement, 5 years MD multiple retail PLC. Joined at start-up, raised £5 million to fund successful acquisitions. Built up £100-million turnover, sold to listed PLC in 1992.

Multi-million turnover, sold to listed PLC in 1992.

Tel or Fax 0830 242666 - Box No. 9116

INTERNATIONALLY EXPERIENCED MANAGER  
track record of business development in region.

Strategic with excellent commercial acumen has managed local subsidiaries, directed marketing and sales. Conceived joint ventures and investment plans, managed financial, legal, finance provisioning and all aspects of local establishment. Seeks permanent appointment managing development function.

Please Reply to Box No. 9072

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- Redundant

Neither means being out of the running

We are a team of career professionals

who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise

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McKenzie Waterman &amp; Co.



## MIDLAND NETWORK SERVICES

A Midland Group Company  
Equal Opportunities Employer

### Personnel Manager (REF: 9261)

This is senior management role which will be responsible for all aspects of human resource management.

Recruitment, training and internal communications are the prime responsibilities together with traditional personnel functions. This role requires an experienced personnel specialist with a recognised professional qualification.

### Business Development Manager (REF: 9262)

For this senior marketing appointment, comprehensive business skills and an in-depth experience of marketing or sales are essential.

Educated to degree level or equivalent, you will be expected to research specific industry sectors (retail, financial services etc), determine new markets for managed network services and develop and launch new products and services designed to meet customer needs.

Experience of information technology gained in the retail, leisure or financial services industries would be beneficial.

### Sales Professionals Datacommunications (REF: 9263)

For these positions, we are seeking individuals with an entrepreneurial flair and ability to work as part of a closely knit team. Particular strengths should be in managing major accounts or in gaining new business.

A proven track record in datacommunications sales, or with a major hardware supplier are a prerequisite.

For each of the above positions, salaries will be commensurate with qualifications and experience and will include the benefits associated with a quality employer.

Head offices are in Peterborough, where the rich quality of social and recreational life bring their own rewards. Please apply in writing, quoting the reference numbers relevant to the position both on your CV and envelope, to: Sarah-Jane Ball, Midland Network Services Ltd, Trinity Court, Trinity Street, Peterborough, PE1 1EE.

## MIDLAND NETWORK SERVICES GROWING FROM STRENGTH

In just five years, Midland Network Services has become a major player in the market for managed data networks. Our customer base now encompasses a cross-section of the UK's leading Blue Chip corporates. This success has been achieved through a team of highly skilled and motivated people.

Midland Network Services is now poised for further success in an industry which is projected to grow substantially in the next five years. We are committed to being part of that growth and now wish to strengthen our team by adding the following positions:

### Pre-Sales Technical Support Executive (REF: 9264)

Providing technical back-up for our sales team, this is a high profile role involving attendance as a specialist at customer meetings and making technical presentations as part of business-winning proposals.

Proven experience of X25 and network design, together with a broad understanding of datocomm is essential. Strong business/sales acumen and presentation skills will be a distinct advantage.

### Help Desk Manager (REF: 9265)

Overseeing the management and development of the customer help desk which services the needs of a wide corporate customer base, this position is specifically responsible for tracking, escalation and clearance of faults, dealing with customer queries and the production of customer and management reports.

Several years experience in a help desk or customer services environment is essential. A broad understanding of X25 datacommunications or computing would be an advantage.

### Technical Support Executive (REF: 9266)

As part of the implementation management team, this role is responsible for the planning and installation of a wide range of products and services.

A minimum of two years in the datocomm industry, together with a broad understanding of data networking, X25 and network design is essential.

For each of the above positions, salaries will be commensurate with qualifications and experience and will include the benefits associated with a quality employer.

Head offices are in Peterborough, where the rich quality of social and recreational life bring their own rewards. Please apply in writing, quoting the reference numbers relevant to the position both on your CV and envelope, to: Sarah-Jane Ball, Midland Network Services Ltd, Trinity Court, Trinity Street, Peterborough, PE1 1EE.

Founded in 1918, the Industrial Society works both with employers and employees in every sector of the economy. Our mission is to be the foremost authority on best practice in development of people for and at work. Poised for the next stage in its development, the Society has entered a period of major change. To manage this change effectively two new appointments have been created in the top management team responsible for delivering the Society's programme for the 1990's.

## A FORCE FOR CHANGE

### DIRECTOR OF MARKETING

c £50,000 + car

You will be a strategic thinker and business innovator, leading a senior team developing and implementing a wide range of promotional and marketing strategies.

Your chief focus will be on building a detailed understanding of our customers' current and future needs and driving through initiatives to address them. (Ref DM4845/ST)

Reporting to the Society's Director, Rhiannon Chapman, the successful candidates for these positions will have the relevant senior professional experience and be able to demonstrate the ability to drive the Society forward. You will understand the professional services sector; have empathy with the needs and expectations of both sides of industry and be excited by the campaigning nature of our work.

The Society offers a competitive employment package.

Please send all replies, quoting appropriate reference to our consultants: Campbell-Johnston Associates (Management Recruitment Consultants) Ltd, 3 London Wall Buildings, London EC2M 5PJ. Tel: 071-588 3588/3576, Fax: 071-256 8501.

The Society strives to be an equal opportunities employer.

### DIRECTOR OF OPERATIONS

c £50,000 + car

You will lead some 200 professional and support staff, delivering business projects on a national basis, to time, specification and budget.

Your primary task will be to ensure the Society's capability in the provision of high quality advisory and training services which reflect best practice. (Ref DO4846/ST)



## SALES

OTE £70,000

We are a highly successful computer services company located in Central London. We provide complete solutions to meet our clients' information systems needs including specification, integration, implementation and support. Our success and continued growth during recession has been achieved through technical competence and professionalism and 1992 will be another record year.

### ACCOUNTING SYSTEMS

ICOS is already acknowledged as a leading supplier of business systems and will continue to build on its reputation. We are looking to strengthen our team with a success driven sales consultant, with 3-5 years experience of selling accounting solutions. In-depth knowledge of state-of-the-art multi-user accounting products is expected, but as important are drive, competitiveness and initiative. A background in accounting would be advantageous, but above all the ability to relate to clients and to identify their business needs is essential.

If you feel you have the qualities to succeed with one of London's leading computer services companies, please write enclosing a detailed CV to Caroline Bradford, Independent Computer Solutions Limited (ICOS), 36-38 Carnaby Street, London W1V 1PD. Tel: 071 494 0010.

**Independent Computer Solutions**



### SHOPPERS' FRIEND LIMITED SALES ACCOUNTS EXECUTIVE

Salary: c £20,000 + Commission + Car  
Aged: 28 - 35

Sales Accounts Executive required for SHOPPERS' FRIEND LTD, a new division within News International, publishing high quality manufacturers coupon inserts for food, health and beauty products.

Previous sales experience of 2-3 years in retail/manufacturer of food or health and beauty aids is essential.

If you are interested in this position write with full curriculum vitae to: Brenda Hemmings, Recruitment Manager, News International Newspapers Limited, PO Box 481, Virginia Street, London, E1 9BD.



### GENERAL MANAGER

WELL ESTABLISHED INTERNATIONAL LEADER  
INTERACTIVE ENTERTAINMENT/LEISURE  
Negotiable Salary

North West

Operating in a worldwide market, with offices in UK, USA, Germany and France, we are a highly profitable, dynamic, fast growing organisation. To achieve the planned doubling of turnover and profit, over the next year, we wish to recruit a high calibre manager to lead our publishing business in the UK, Europe and Australia.

Reporting to the Managing Director, responsible for growth and profit performance, the role requires a leader, strategist, motivator, decision maker. If your array of abilities has been tried and tested in a creative environment, we would like to meet you.

The package includes an attractive salary, company car and private health cover. Send C.V. and details of present earnings to Paul Edmondson, PSYCHOSIS Ltd, South Hastington Buildings, Sefton Street, Liverpool L3 4BD.

### DIRECTORS/MANAGERS

UNEMPLOYED: EX-PAT: CAREER RUT: RECESSION HIT  
You need a new position -

With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

If you feel you have the qualities to succeed with one of London's leading computer services companies, please write enclosing a detailed CV to Caroline Bradford, Independent Computer Solutions Limited (ICOS), 36-38 Carnaby Street, London W1V 1PD. Tel: 071 494 0010.

**Independent Computer Solutions**

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£2K+

£1K+

£500+

£250+

£100+

£50+

£25+

£10+

£5+

£2+

£1+

£0.50+

£0.25+

£0.10+

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£0.001+

£0.0005+

£0.0002+

£0.0001+

£0.00005+

£0.00002+

## PUBLIC & HEALTHCARE APPOINTMENTS

The Medical Computing Section of the South Western Regional Health Authority is being created as a separate trading unit. With an annual turnover in excess of £4 million and 175 staff providing medical computer systems throughout the South West and outside, the need for sound financial control is essential.

We require a highly qualified, self-motivated person to be a part of the management team and assist the Chief Executive, (designate) in providing financial control, assembly and maintenance of business plans and management of the unit.

This post will suit individuals who enjoy a high profile role within a developing and demanding organisation. You will need to have a good accounting background with sound experience in management and financial accounting acquired in an NHS or commercial environment. A high degree of computer literacy is necessary to be able to play an active part in the development of the business and with proven business, planning and management skills and the ability to inspire others with enthusiasm.

Informal enquiries are welcome in the first instance and you can ring Mike Burnell on (0272) 760008.

For an application form and job description telephone the Recruitment Section on Bristol (0272) 428279 ext. 3889 (24 hour answering machine).

The closing date for completed applications is 10th July 1992.

We are an Equal Opportunities employer. We welcome applications from women as well as men, and from all sections of the community.

### Assistant Chief Executive

(Legal Services) and Solicitor to the Council

Salary Range £39,525 - £53,101

(movement within range subject to performance assessment)

### Plus leased car

This post requires not only comprehensive working knowledge of the law affecting Local Government but also the experience and ability to manage in the 1990s, the decade during which Local Government legal services will face an unprecedented challenge with the introduction of compulsory competitive tendering.

In addition to managing a legal staff of 20 you will be expected to lead from the front and advise on legal issues of considerable complexity. You will need to demonstrate the ability to maintain the highest possible quality of professional advice whilst working under pressure, to tight deadlines.

As the head of the professional legal service, you will report directly to the Chief Executive and to meetings of the Council and its

Committees. You will also contribute to the development of corporate policy/strategy. Should you wish to discuss any matter concerning this appointment please call Peter Mayes on 081 545 3338.

Further details and an application form are available from the Chief Executive's Department, Civic Centre, London Road, Morden, Surrey SM4 8DX or telephone 081 648 4093 (24 hour answering machine).

Closing date: 6th July 1992.

Please quote reference CO21

**merton**

moving ahead

c-r-e-a-t-i-n-g o-p-p-o-r-t-u-n-i-t-i-e-s f-o-r a-l-l

## NORFOLK COLLEGE of Arts and Technology

Tennyson Avenue, King's Lynn, PE30 2OW

Tel: King's Lynn (0553) 761144 - Fax: 0653 764902

Norfolk College is a large College of Further and Higher Education with some 12,000 students, 600 staff and an annual budget of £11.5 million. Over recent years it has established a nation-wide reputation for the provision of high quality education and training. The College will be incorporated in April 1993 and now seeks two additional members of staff to join the senior management team to take responsibility for the finance and personnel functions.

### Director of Finance

Salary: £31,137 - £34,593 per annum

(pay award pending)

### Personnel Manager

Salary: £22,584 - £25,092 per annum

071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7828

ASSISTANT DIRECTOR  
(MEDICAL)

Salary up to £42,165 pa

The National Radiological Protection Board is an independent statutory body which was established in 1970 by Act of Parliament to provide advice on radiation standards and to conduct research to improve knowledge of radiation risks and protection measures.

The Board now has a vacancy for a medically qualified person with considerable experience and recent direct involvement in at least one of the following fields: occupational health, epidemiology, medical statistics, radiology and nuclear medicine or radiobiology.

The person will be required to contribute to the management of the Board's whole programme of work, including:

- The development of Board advice on protection standards for ionising and non-ionising radiations, and practical guidance on the interpretation of those standards.
- Direct research programmes in the epidemiology of irradiated populations and the molecular biology of radiation carcinogenesis.
- Advise on medical interpretation of issues associated with occupational exposure.

Assistant Directors in the Board are usually responsible for the work of between 30 and 70 scientists. The appointment is at the Board's Headquarters at Chilton, Oxfordshire, and carries a salary equivalent to Civil Service Grade 5, within the range of £37,095 - £42,165 pa with further progression to £51,280 pa depending on performance. There is a contributory superannuation scheme.

Please forward full career details, including CV, to Dr. R. H. Clarke, Director, National Radiological Protection Board, Chilton, Didcot, Oxon OX11 ORQ to arrive no later than 27 July, 1992.



National Radiological Protection Board

## IT RECRUITMENT CONSULTANTS

£30,000 Package + Car

Professional Selection and Development Limited is a newly formed parent group for a number of market leading recruitment companies operating nationwide.

We are currently recruiting consultants in our London office and invite applications from individuals with at least two years IT recruitment experience. Preference will be given to applicants with a proven ability to develop long term client relationships.

You can be assured of excellent career progression, formal training and a comprehensive benefits package within a cash rich group.

For further details call 071-405 4161 quoting reference number NGR 1.

Confidentiality guaranteed.

IMS is an institution of academic excellence and practical competence. It works with the most significant UK employers researching and advising on manpower strategy, policy and technique. A further two Manpower Advisors are now required to help develop the Institute's work on Manpower Planning, H.R. Policy and H.R. Techniques.

## ADVISORS in HUMAN RESOURCE MANAGEMENT

After appropriate induction, these Advisors will be responsible for consulting in manpower planning/HR management, developing specialist techniques, advising on the use of IT and delivering training programmes. We are looking for numerate graduates, preferably with a higher degree, who are experienced in applying their skills in an HR environment. These jobs will be of interest to people who enjoy serving for high standards, have good business acumen and have previous experience of consultancy.

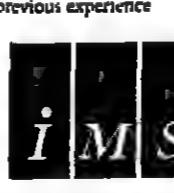
Closing date for applications: 13th July.

Interviews will be held on 27th & 30th July 1992.

For further details and an application form please contact: Jim Horwood, Personnel Manager, Institute of Manpower Studies, Manpower Building, University of Sussex, Falmer, Brighton, East Sussex BN1 9RE.

SOUTH COAST

UP TO £30,000

INSTITUTE OF  
MANPOWER STUDIESASSET MANAGEMENT  
HEADHUNTING

City search firm seeks an ambitious and gregarious research executive for growing asset management team.

Ideal candidates will have worked at least four years in a leading fund management house, have a good university degree and will have the potential to become a consultant. The likely age range is 26-29.

Presentation skills, a methodical and analytical approach and the ability to work in and contribute to a team environment will be vital.

Please write to

Baines Gwinner Limited, 1 Founders Court, London EC2R 7HD  
or telephone Sue Hutchings on 071-600 1414

OFFICE MANAGER/  
ADMINISTRATOR

South Africa has a large Jewish educational charity in NWI. We are looking for a highly qualified and experienced Office Manager to join our team. The post is for a full time permanent secretary. Must possess excellent administrative and organisational skills, communication skills and initiative. Work will involve preparation of reports, correspondence, telephone, fax and e-mail. Application form £1.00. Closing date 27th June 1992. Please send CV to Mrs Zeevra, British CRT, British CRT House, 180a Whitchurch Way, London NW1 6YA.

DIRECTOR OF PERSONAL  
TRADING BUSINESS  
1-2 yrs experience in Health &  
Fitness  
Will have own clients. Must be  
ACC/IFAS certified.  
Send CV to  
Private Fitness  
Telecom House, 134 Hounds  
Row  
Twickenham, Middlesex  
TW1 4BN

## MONEY

Busy West-End Marketing  
Co req ambitious, self-  
motivated individuals, contact  
David  
Twickenham, Middlesex  
TW1 4BN  
071 734 8564

## SENIOR CREDIT ANALYST

Marlow, Bucks based  
to £25,000 plus benefits

Our Client, 3Com, is now established as the world's leading independent supplier of computer networking systems.

A Senior Credit Analyst is required to join a small team to provide a full credit management function for 3Com's European customer base.

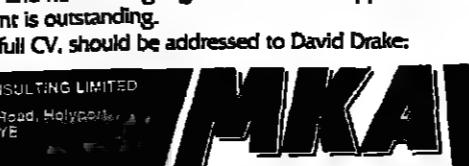
Candidates must be experienced in applying credit and collection policy, ideally in an international environment. Fluency in a European language, especially French, would be a distinct advantage.

He or she will be involved in assessing credit worthiness before and during customer relationships, reacting accordingly and recommending relevant solutions. This will be in addition to the usual credit management responsibilities.

This is an excellent opportunity for an intelligent credit professional to develop in a dynamic and fast moving organisation where opportunity for career advancement is outstanding.

Applications, with full CV, should be addressed to David Drake:

MKA MANAGEMENT CONSULTING LIMITED  
Topcliffe Place, Holycroft Road, Holycroft,  
Midland Road, Boreham, Essex SS6 2YE  
Telephone: 01268 798019  
Fax: 01268 798138  
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LIMITED

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Health Economist  
British Pharmaceutical Company

Glaxo Pharmaceuticals has grown consistently to become one of the top companies in the UK. We are committed to maintaining this record of success and now wish to strengthen our Pharmaceutical Economics team, which has a key role in identifying and measuring the economic and quality of life benefits of Glaxo's current and future medicines.

Your responsibilities will encompass the design of economic and quality of life research projects, the analysis and writing-up of the results of these studies and the presentation of your findings to both internal and external audiences. In addition, you will have an opportunity to advise on the economic implications of NHS developments for the pharmaceutical business.

**Glaxo Pharmaceuticals UK Limited**

Our need is for an Economics or Life Sciences graduate with experience in the Health Sector, who has well-developed analytical skills and a high level of numeracy. A first-class communicator both verbally and in writing, you will combine a logical approach with a creative intellect. Importantly, you will also have the ability to contribute effectively as part of a professional team in an environment where Glaxo has a pre-eminent reputation.

In addition to a highly competitive salary, we offer a comprehensive package of benefits and an excellent working environment.

Please send a full C.V. quoting ref MS/PEE to:  
The Human Resources Department, Glaxo  
Pharmaceuticals UK Limited, Stockley Park West,  
Uxbridge, Middlesex UB1 1BT.

## BRITISH SHOPS AND STORES ASSOCIATION

is seeking to appoint a Trade Association Secretary based at its operations centre near Banbury.

Reporting directly to the Chief Executive the responsibilities will include involvement in the production of Bulletins and Reviews; responding to members' queries; servicing appropriate Committees; as well as providing support on UK and European legislative matters and developing new services for members.

Candidates will be well-educated with good organizational skills, have the ability to express themselves clearly and be able to demonstrate understanding of the functions of a trade association and a knowledge of employment and consumer law.

Salary circa £27,000 plus car and benefits package is offered and candidates should send a full CV and details of current salary to:

Allan Sayers, Chief Executive, British Shops and Stores Association, 37-39 Cheval Place, London SW7 1EU.

## THE INSURANCE OMBUDSMAN BUREAU

The Insurance Ombudsman Bureau provides a Complaints Settlement Service for policyholders and investors who feel that they have been disadvantaged by a company which is a Member of the Scheme. An increase in workload has given rise to a need for a number of additional Assistants to help the Ombudsman in the investigation and resolution of complaints and disputes referred to him.

Successful applicants will have relevant expertise or experience in general insurance. They will have a formal legal or insurance qualification and have an aptitude for consumer dispute resolution. They will be competent to understand the papers relating to a case, negotiate with the policyholder or company and produce a final resolution, communicating facts and reasons in a clear, concise way.

Age will not be a restricting factor in this appointment as appropriate knowledge or experience is more important. Initial salary will be circa £20,000. A pension scheme and season ticket loan are also available. Please send a comprehensive C.V. quoting reference (GEN/6/92) to:

The Bureau Manager, Insurance Ombudsman Bureau  
City Gate One, 135 Park Street, London SE1 9EA.  
Tel: 071 928 4488. (Closing date: 30th June 1992).

## Sales Manager

Client/Server Technology

After five successful years of selling products in the UK, Raima Corporation, one of the fastest growing US software authors is setting up a new sales team with the present distributor to market and sell both existing products and an entirely new strategic product range.

To recruit and launch a team, Raima is looking for an experienced sales professional to build the operation from the ground up. It is unlikely that the right candidate is currently earning less than £60,000.

The requirement is specifically for an energetic person with at least five years success in selling strategic software to major corporate accounts. Preference will be given to candidates able to demonstrate a knowledge of DBMS, the mid-range platform environment and with the ability to handle major accounts.

An excellent compensation package is available to reward success. The location will be Hertford.

If you have the skills and the ability to deal with the growth of a fast paced US company send your CV in confidence showing how you meet the profile (but only if you do) to:

David Turley  
Systemstar Ltd  
1-3 Parliament Square  
Hertford, SG14 1EX  
Fax: 0992 554261

**RAIMA**  
CORPORATION

# The mind and the will

The job of chairman can no longer be regarded as a convenient soft option, Clare Hogg reports

Like everything else in business these days, the role of the corporate chairman is evolving fast. Or perhaps, more accurately, it is becoming more important to do the job excellently. At one time, when the managing director began to dossier embarrassingly, or the founder's son hungered for status, the chairman's slot was a safe that provided a convenient solution to an unpleasant problem.

The chairman was expected to contribute "vision" to his organisation, to "consider strategy", and to make sure that board meetings did not disintegrate into an excessive banffing. If he failed to carry out these duties, nobody much noticed. Everybody was too busy managing the business.

Nowadays the duties remain essentially the same, but if they are not carried out, or carried out well, a lot of people notice. The pace of change in business now is such that unless much thought is given to strategy and direction, a company cannot hope to survive, and, in general, the managing director is too bogged down in detail, or corporate energising, to have the serenity and perspective to do this.

The task must fall to the chairman. If, as the Institute of Directors defines it, "the Board of Directors is the Mind and Will of the company", it is critical that the mind and that will are properly orchestrated to produce a melodious tune.

Effectively fulfilling these two duties, providing vision and coordinating the board, is a tall order.

Mr Christopher Hogg observes in *A Head for Business*, published this month: "The business books pretend that formulating a business strategy is easy if everyone is rational, but that's all with the benefit of hindsight. As you peer into the fog of the prov of a ship,

trying to see which course you should take, you really don't know the stuff, which in business school case studies, is set out. And this has become more difficult as competition has intensified."

Luckily, although some of the qualities required by a good chairman — a high intellectual capacity and good health, for example — are endemic, many of the skills required can be learned out by training. It is hardly surprising that the institute is finding increasing demand for its courses for chairmen.

One of the latest to be held

attracted a catholic selection of chairmen, all aspiring for self-improvement. Chairmen of large public limited companies jostled with chairmen of small family businesses, and it transpired that in many cases the latter had the tougher job. Chairmen of monopolies had clear parameters. They knew what the shareholders' interests were and what was expected of the organisation.

By contrast, those in small family businesses, who may themselves have been the founder, or the founder's son, have other considerations, the main one being the choice between preparing the company for sale and passing it on to future generations. This naturally affects how they operate in coordinating the "mind and will" of the company.

Size affects other considerations.

For example, one of the main debates about the role of chairman concerns whether or not the post should be combined with that of chief executive officer. The *Corporate Board*, another book out this month, quotes a number of chairmen with dogmatic views on the subject. One says: "It's absolutely important to separate the two. I distrust the two in one. If you do



both, the chairman always loses to the chief executive officer role."

Another, equally convinced, points out: "When he got into trouble, President Nixon was both the head of state and head of government, so both were in trouble. Therefore, there was no opportunity to carry on 'above the fray'."

A similar view prevailed at an institute seminar, until Anthony Fuller, the chairman of Fuller, Smith & Turner remarked that he had combined both roles successfully for more than a decade, explaining: "The company was small enough to make a combined chairman-managing director role perfectly viable."

The question of the support that can be gained from independent directors was also debated. Chairmen, according to Sir Christopher Lewington, the chairman and chief executive of the TI group, "need the frank, experienced advice which the best non-executives can give".

This was a view shared by most of

the group at the institute seminar, but the problem, aired by many of the participants was the difficulty the they had in finding the right independent directors to complete the team. The traditional method — the old boy network — was not considered sufficiently scientific, and the fees entailed meant that headhunters were not motivated.

In this respect also, smaller companies seem to experience more difficulties than larger ones.

**T**here is a shortage of the advice that many chairmen feel would be useful for their role both as corporate "front man", and as "top" man. Sir Graham Day, the chairman of Cadbury Schweppes, PowerGen, Crombie Insurance and British Aerospace, says: "People see me as hard. That's what the media say anyway. It's a curse in that you keep wanting to jump up and down and say, 'No. I'm not like that, but I image

is a function of leadership."

Leader or no, the company chairman used to have a staid and conservative image. Now he or she must be a rascier individual altogether. Peter Gummer, the chairman of Shandwick, describes it in *A Head for Business*: "My job is like driving a motor car, preferably quite a fast motor car. If you concern yourself with what is happening just over the edge of the bonnet when you are driving a Ferrari Testarossa, you will drive into a lampost... the faster you're driving the further down the road you look. You must be conscious of the turnings to the left or right, but there are other people around to study the side roads..."

• *A Head for Business*, by Corinne Shattock, published by Kogan Page, June 1992. *The Corporate Board*, by Ada Bentz and F. Friederich Neubauer, published by Oxford University Press, June 1992. *Institute of Directors*, 116 Pall Mall, London, SW1V 5ED (071-839 1233).

## LIFE AFTER REDUNDANCY

### Reading between the job lines

Job advertisements accentuate the positive. Even the most diligent searcher for between-the-lines messages will look in vain for hints about what a recruiter considers a turn-off.

Yet prejudices about age, dress or appearance can outweigh all an applicant's virtues as soon as he or she walks through the door. Because prejudice is a sin that does not speak its name, it is hard to combat. "People with prejudices often are not aware they have them," says Philip Burton, of the career counselling firm Interact.

Mr Burton makes the point that some apparent prejudices are triggered by fears that an applicant is not going to fit into the corporate culture. He says: "Recruiters are worried about the unusual — clothes that make the wrong kind of statement, or behaviour that is too assertive or too retiring."

He suggests that applicants can prepare themselves by visiting the place where they are going to be interviewed.

"See what people wear, how they look, even what cars are in the company car park," he says. "Both men and women should try to present themselves as slightly more conservative than their likely peers. If you cannot make a personal visit, illustrations in corporate literature often provide good clues about company culture."

Christopher Blasdale, the managing director of the outplacement firm Pauline Hyde, thinks that perhaps conformist might be a better word. He says: "It is OK to wear a Fair Isle pullover if you are a creative director talking to a television company, but if you are being interviewed for an executive position, a dark suit and a conservative shirt and tie are essential. For women, too, dress should be businesslike rather than fashion-conscious."

One recruiter confesses to a prejudice against moccasins, possibly because of a psychological association with the word "slipshod". Another tells of a colleague with an aversion to sunburnt hands, in his view a sign of too much time spent on outdoor sports. Conversely, though, many recruiters are put

off by candidates who appear tall and overweight.

Age remains the most common prejudice. Gordon Methven, of the Leeds-based outplacement consultancy that bears his name, suggests that older applicants should target smaller companies. "They often welcome big company training and expertise, and maturity," he says. He also advises them to steer clear of young managing directors who tend to recruit young teams.

Mr Methven stresses the importance of doing one's homework before an interview so as to be prepared to head off prejudice-related questions. "If you have come from another and very different sector, or have just returned from a spell abroad, you must be prepared to defend the relevance of that experience to the job you are being interviewed for," he says.

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Disability is another area where prejudice is rife, but Mr Blasdale cautions against trying too hard to hide it. Like Jeff Groult, of the financial recruitment consultancy Robert Half, he has noticed that interviewers tend to be fascinated by candidates' attempts to hide physical defects to the point where their attention wanders from what they are saying.

That leaves the last word with Mr Burton: "Getting the wrong job because you have presented yourself as a different person from the one you really are will not do your career any good."

**GODFREY GOLZEN**  
• *Details*, *Interest*, 19 Charing Cross Road, London WC2H 0ES (071-830 5041); *Methven Career Development*, 26 Park Row, Leeds, LS1 5OB (0532-436131); *Robert Half*, Walter House, 418 Strand, London WC2R 0PT (071-836 3545).

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## COMPANY NOTICES

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1st FIRST MORTGAGE  
2nd 2nd MORTGAGE  
In re application for the payment of the half yearly interest due and payable on the 2nd Mortgage, the transfer books will be closed at 5.30 p.m. on July 10, 1992, and re-opened on July 20, 1992.

John S. Koster  
Administrator  
5225 Tranter Square,  
Montreal, Quebec H3C 2G7  
June 25 1992

**PUBLIC NOTICES**

BELL, MARY, BEATRICE  
MARY BELL, SPINNER  
1st MARY BELL, SPINNER  
2nd BELL, SPINNER  
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June 25 1992

**LEGAL NOTICES**

EXCELSIOR PLC

On Administrative Receivership

NOTICE IS HEREBY GIVEN

that a creditor of the above-named

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of November 1992.

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**CLUBS LIMITED**

IN MEMORIAL VOLUNTARY

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**HILTON, ROBIN**

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